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Census of Wholesale Trade

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GEOGRAPHIC AREA SERIES

District of Columbia



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Bureau of the Census
1987-A-9

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If you have any questions concerning the statistics in this report, call (301) 763-5281.

1987

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District of Columbia

Issued September 1989



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INTRODUCTION

PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.

Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries, and keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Transportation
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial

activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent

observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.¹ It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

¹Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000² and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.² Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.^{3 4}
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.^{2 3} For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.²

²According to 1980 Census of Population or subsequent special census.

³Those defined as of January 1, 1987.

⁴See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.

- (IC) Independent city.
- (NA) Not available.
- (NC) Not comparable.
- (X) Not applicable.
- CMSA Consolidated Metropolitan Statistical Area.
- MSA Metropolitan Statistical Area.
- n.e.c. Not elsewhere classified.
- PMSA Primary Metropolitan Statistical Area.
- pt. Part.
- r Revised.
- SIC Standard Industrial Classification.

Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
GEOGRAPHIC AREAS											
The District	X	X	X	X							X
MSA's in the District								X			
DATA ITEMS¹											
Establishments	X		² X	² X							
Sales	X		² X	² X							
Annual Payroll	X		² X	² X							
First quarter payroll	X			² X							
Paid employees for pay period including March 12, 1987	X		² X	² X							
Inventories	X			² X							
Operating expenses	X			² X							
1982 to 1987 comparative statistics (sales, payroll)			² X								
Sales per establishment		X									
Sales per employee		X									
Annual payroll per employee		X									
Annual payroll as a percent of operating expenses		X									
Employees per establishment		X									
Operating expenses as a percent of sales		X									
End-of-year inventories as a percent of sales		X									

¹See Explanation of Terms, appendix A.

²Based on 1972 Standard Industrial Classification.

Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size ¹	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
GEOGRAPHIC AREA SERIES											
United States	X	X	X	X	X	X					
State	X	X	X	X	X	X					
CMSA, PMSA, MSA	X	X	X	X							
County	X	X	X	X							
Place	X	X	X	X							
ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)											
United States	X	X	² X	² X	² X	² X		X	X		
MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES											
United States ²		X	X		X	X			X		³ X
COMMODITY LINE SALES											
United States	X	X					X				
State ⁴	X	X					X				
CMSA ⁴	X	X					X				
MISCELLANEOUS SUBJECTS											
United States	X	X	X	X	X	X				X	⁵ X
State										X	
County										X	

¹Establishments and firms.

²Merchandise wholesalers only.

³Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

⁴Available on microfiche only.

⁵Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.

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Publication Program	Inside back cover
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-- Not applicable for this report.

SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 the District of Columbia's 551 wholesale establishments had sales totaling \$2.8 billion. In 1982, 515 wholesalers had sales of \$2.6 billion.

Merchant wholesalers lead the three major type of operation categories in 1987 with 465 establishments and sales of \$1.6 billion; followed by manufacturers' sales branches and offices, with 50 establishments and sales of \$1.1 billion; and agents and brokers, with 36 establishments and sales of \$138 million.

Annual payroll of all wholesalers in the District amounted to \$231 million, compared to \$193 million for 1982. In 1987, merchant wholesalers accounted for \$153 million, followed by manufacturers' sales branches and offices with \$71.0 million and agents and brokers with \$7.0 million.

Paid employees engaged in wholesale trade in the District totaled 8,840 as of mid-March 1987 compared to 9,209 in 1982. Merchant wholesalers were the largest employers in 1987, with 6,543 employees; followed by manufacturers' sales branches and offices, with 2,028 employees; and agents and brokers, with 269 employees.

Payroll per employee averaged \$26.2 thousand for all wholesalers; \$23.4 thousand for merchant wholesalers; \$35.0 thousand for manufacturers' sales branches and offices; and \$26.2 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the District increased from 13.7 percent in 1982 to 15.2 percent in 1987. The percentage for merchant wholesalers was up from 17.1 percent to 18.7 percent for the same period, while manufacturers' sales branches and offices were up from 10.2 percent to 11.0 percent, and agents and brokers were up from 4.9 to 9.4 percent.

Sales by electrical goods wholesalers in 1987 accounted for 17.0 percent of the District's total sales by all wholesalers compared to 16.6 percent in 1982. Other leading wholesale kinds-of-business in 1987 were groceries and related products wholesalers, with 16.2 percent, and professional and commercial equipment and supplies wholesalers with 16.1 percent.

Sales per establishment for all wholesalers in 1987 averaged \$5.1 million per establishment, down from \$5.3 million in 1982. Electrical goods wholesalers averaged the highest of \$16.2 million per establishment, followed by beer, wine, and distilled alcoholic beverages wholesalers \$12.0 million; and professional and commercial equipment and supplies wholesalers \$6.9 million.

Sales per employee for all wholesalers in the District averaged \$321 thousand in 1987. There was a wide variance by kind of business ranging from a high of \$613 thousand for furniture and homefurnishings wholesalers to a low of \$175 thousand for motor vehicles and motor vehicle parts and supplies wholesalers.

Figure 1. State Map
DISTRICT OF COLUMBIA - Metropolitan Statistical Area,
Counties, Independent Cities, and Other Selected Places

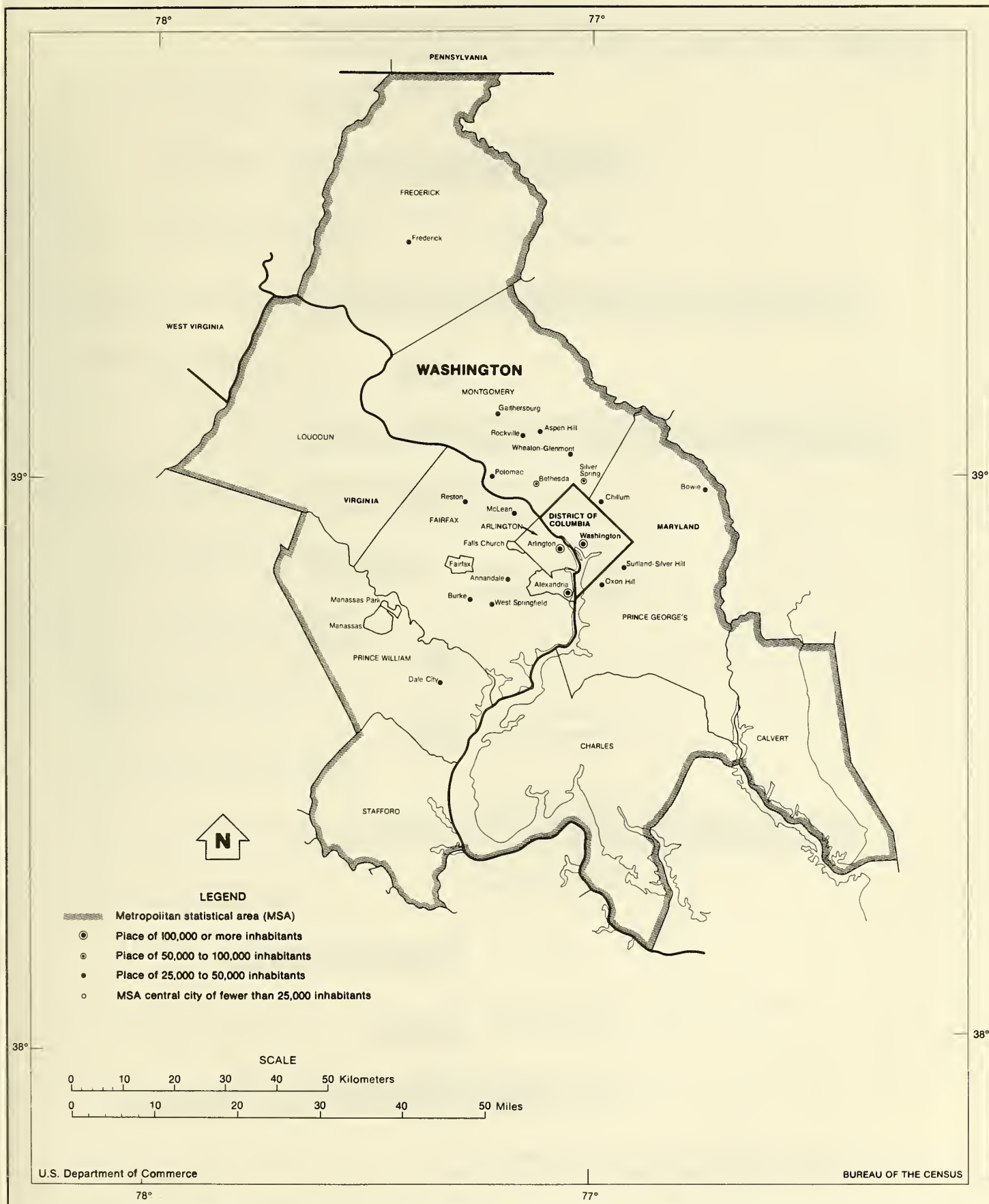
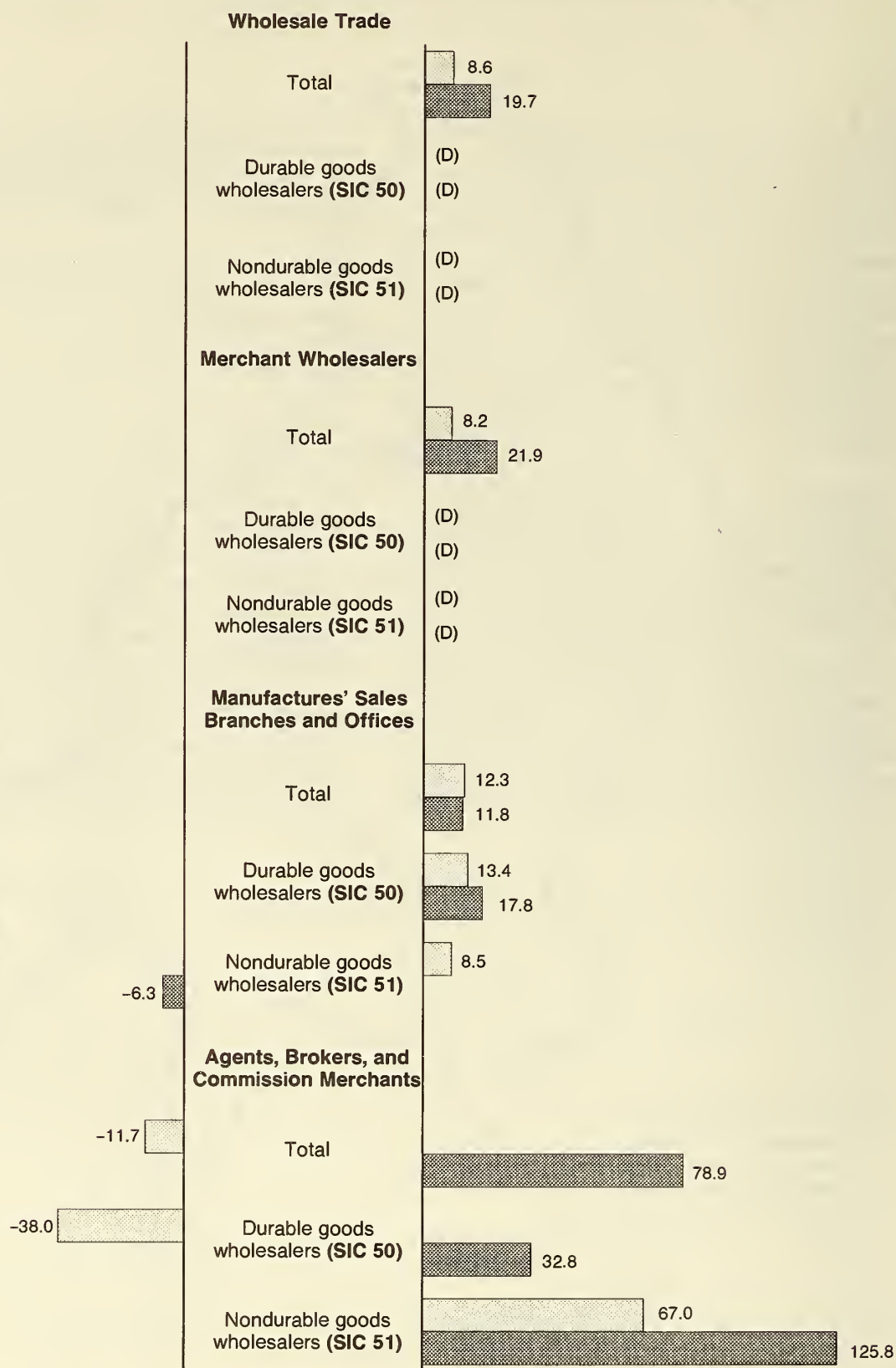


Figure 2. **Percent Change in Sales and Annual Payroll: 1982 to 1987**

District of Columbia

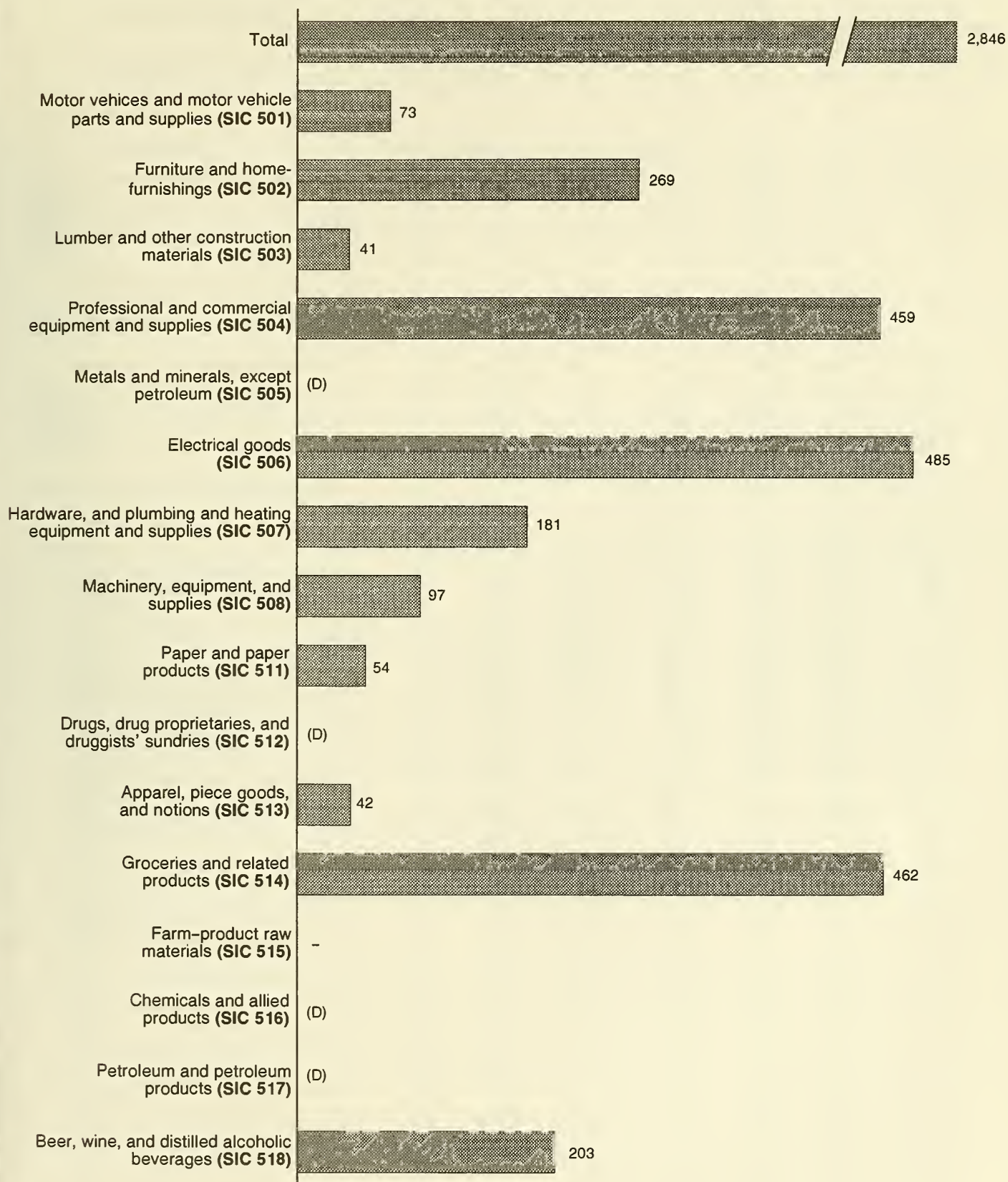
Sales
Payroll



Note: Data are based on 1972 Standard Industrial Classification.
For meaning of abbreviations and symbols, see introductory text.

Figure 3. **Wholesale Sales by Industry Group: 1987**
(Million dollars)

District of Columbia



Note: For meaning of abbreviations and symbols, see introductory text.

Table 1. Summary Statistics for the District: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	Wholesale trade -----	554	2 846 247	231 591	55 465	8 856	431 914	163 756	170 681
	TYPES OF OPERATION								
	Merchant wholesalers -----	468	1 579 436	153 559	36 258	6 559	294 810	120 521	120 423
	Wholesale distributors and jobbers -----	433	1 506 936	146 266	34 363	6 243	277 992	114 042	113 506
	Importers -----	21	40 694	4 378	1 171	213	10 030	3 672	4 491
	Exporters -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Terminal grain elevators -----	-	-	-	-	-	-	-	-
	Country grain elevators -----	-	-	-	-	-	-	-	-
	Assemblers of farm products, except country grain elevators -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Manufacturers' sales branches and sales offices -----	50	1 129 294	70 995	17 421	2 028	124 242	38 199	42 214
	Sales branches (with stock) -----	25	515 099	45 165	11 309	1 404	82 881	38 199	42 214
	Sales offices (without stock) -----	25	614 195	25 830	6 112	624	41 361	-	-
	Agents, brokers, and commission merchants ----	36	137 517	7 037	1 786	269	12 862	5 036	8 044
	Auction companies -----	-	-	-	-	-	-	-	-
	Brokers -----	10	35 437	638	129	25	1 251	3	8
	Commission merchants -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Import agents -----	-	-	-	-	-	-	-	-
	Export agents -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Manufacturers' agents -----	19	89 388	5 433	1 429	205	9 983	4 864	7 834
	TYPES OF OPERATION BY KIND OF BUSINESS								
	Wholesale trade -----	554	2 846 247	231 591	55 465	8 856	431 914	163 756	170 681
50	Durable goods -----	302	1 639 282	140 448	34 161	4 801	264 390	100 563	107 284
501	Motor vehicles and motor vehicle parts and supplies -----	32	72 618	8 731	2 054	416	16 657	12 270	10 184
5012	Automobiles and other motor vehicles -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts -----	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used -----	4	2 261	320	70	18	575	92	125
502	Furniture and home furnishings -----	58	268 627	12 882	3 293	438	28 274	8 138	8 146
5021	Furniture -----	43	231 070	10 984	2 830	384	25 198	7 410	7 347
5023	Home furnishings -----	15	37 557	1 898	463	54	3 076	728	799
503	Lumber and other construction materials -----	12	41 411	5 322	920	143	9 671	2 234	2 304
5031	Lumber, plywood, millwork, and wood panels -----	6	27 577	4 207	658	107	7 426	1 841	1 849
5032	Brick, stone, and related construction materials -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c. -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	66	458 695	53 920	12 889	1 686	94 570	20 341	23 939
5043	Photographic equipment and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	19	41 534	11 862	2 880	346	18 580	2 868	3 380
5045	Computers and computer peripheral equipment and software -----	28	375 361	38 131	9 062	1 148	68 686	15 263	18 100
5046	Commercial equipment, n.e.c. -----	8	31 989	2 588	583	133	4 440	1 492	1 714
5047	Medical, dental, and hospital equipment and supplies -----	7	6 795	924	260	32	1 947	334	349
5048	Ophthalmic goods -----	-	-	-	-	-	-	-	-
5049	Professional equipment and supplies, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	30	485 095	34 320	9 185	1 061	64 920	33 885	36 988
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	34	181 335	13 803	3 199	543	24 297	14 445	16 242
5072	Hardware -----	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	12	113 908	5 891	1 312	201	10 432	5 700	5 364
5075	Warm air heating and air-conditioning equipment and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies -----	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies -----	40	96 964	6 910	1 521	307	13 100	4 226	4 235
5082	Construction and mining (except petroleum) machinery and equipment -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	12	39 642	1 677	340	94	3 521	1 079	1 088
5085	Industrial supplies -----	-	-	-	-	-	-	-	-
5087	Service establishment equipment and supplies -----	19	18 322	3 578	797	158	6 421	1 971	1 961
5088	Transportation equipment and supplies, except motor vehicles -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies -----	4	3 031	300	86	20	878	552	863
5093	Scrap and waste materials -----	8	12 394	1 736	398	98	4 111	371	776
5094	Jewelry, watches, precious stones, and precious metals -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. -----	10	7 129	588	126	20	2 046	1 776	1 541

Table 1. **Summary Statistics for the District: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
TYPES OF OPERATION BY KIND OF BUSINESS —Con.									
Wholesale trade—Con.									
51	Nondurable goods	252	1 206 965	91 143	21 304	4 055	167 524	63 193	63 397
511	Paper and paper products.....	31	54 268	5 440	1 449	264	10 469	3 618	3 864
5111	Printing and writing paper	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	21	26 220	3 362	877	173	6 705	1 498	1 533
5113	Industrial and personal service paper.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	25	42 411	2 140	486	108	5 373	1 329	1 399
5131	Piece goods, notions, and other dry goods.....	18	25 863	1 743	387	91	4 107	1 031	1 092
5136	Men's and boys' clothing and furnishings	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	94	462 409	37 287	8 648	1 935	66 955	12 225	13 133
5141	Groceries, general line	14	72 625	2 976	870	216	5 584	2 687	2 712
5142	Packaged frozen foods	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	8	27 542	2 073	489	104	4 817	979	1 034
5144	Poultry and poultry products	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	6	11 994	755	181	32	1 594	223	174
5147	Meats and meat products.....	15	153 581	13 803	3 105	549	25 742	4 225	4 441
5148	Fresh fruits and vegetables	23	110 330	8 732	2 029	590	14 440	1 451	1 515
5149	Groceries and related products, n.e.c.	19	35 788	4 128	902	266	6 246	941	1 456
515	Farm-product raw materials	-	-	-	-	-	-	-	-
5153	Grain and field beans	-	-	-	-	-	-	-	-
5154	Livestock.....	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-
516	Chemicals and allied products	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	17	203 310	18 597	4 631	699	35 891	27 876	25 762
5181	Beer and ale	8	53 783	5 398	1 376	219	10 914	3 574	3 622
5182	Wine and distilled alcoholic beverages	9	149 527	13 199	3 255	480	24 977	24 302	22 140
519	Miscellaneous nondurable goods	73	355 864	22 763	4 856	909	39 553	12 687	14 095
5191	Farm supplies	3	5 706	434	79	18	846	402	669
5192	Books, periodicals, and newspapers.....	16	173 626	11 222	2 388	325	17 723	638	749
5193	Flowers, nursery stock, and florists' supplies	8	12 182	2 378	382	129	3 993	570	455
5194	Tobacco and tobacco products	4	120 747	4 147	950	206	7 350	8 344	9 106
5198	Paints, varnishes, and supplies	12	11 543	1 165	281	50	2 824	609	658
5199	Nondurable goods, n.e.c.	30	32 060	3 417	776	181	6 817	2 124	2 458
	Merchant wholesalers	468	1 579 436	153 559	36 258	6 559	294 810	120 521	120 423
50	Durable goods	251	679 910	81 610	19 370	3 104	158 248	65 405	69 083
501	Motor vehicles and motor vehicle parts and supplies	32	72 618	8 731	2 054	416	16 657	12 270	10 184
5012	Automobiles and other motor vehicles	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used	4	2 261	320	70	18	575	92	125
502	Furniture and home furnishings	37	80 578	7 160	1 756	273	17 499	5 886	5 748
5021	Furniture	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5031	Lumber, plywood, millwork, and wood panels	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	56	188 710	27 627	6 511	947	52 348	13 619	17 050
5043	Photographic equipment and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	16	(D)	434	(D)	(D)	(D)	402	(D)
5045	Computers and computer peripheral equipment and software.....	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c.	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods	-	-	-	-	-	-	-	-
5049	Professional equipment and supplies, n.e.c.	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. Summary Statistics for the District: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
TYPES OF OPERATION BY KIND OF BUSINESS—Con.									
Merchant wholesalers—Con.									
50	Durable goods—Con.								
507	Hardware, and plumbing and heating equipment and supplies	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5072	Hardware	18	42 781	6 527	1 623	283	11 112	6 747	8 060
5074	Plumbing and heating equipment and supplies (hydronics)	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5082	Construction and mining (except petroleum) machinery and equipment	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	Industrial supplies	-	-	-	-	-	-	-	-
5087	Service establishment equipment and supplies	19	18 322	3 578	797	158	6 421	1 971	1 961
5088	Transportation equipment and supplies, except motor vehicles	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies	4	3 031	300	86	20	878	552	863
5093	Scrap and waste materials	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	10	7 129	588	126	20	2 046	1 776	1 541
51	Nondurable goods	217	899 526	71 949	16 888	3 455	136 562	55 116	51 340
511	Paper and paper products	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	6	12 657	1 402	394	64	2 435	1 516	1 527
512	Drugs, drug proprietaries, and druggists' sundries	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	21	30 178	1 699	402	90	4 438	1 329	1 399
5131	Piece goods, notions, and other dry goods	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	90	440 964	36 710	8 559	1 919	65 889	12 208	13 107
5141	Groceries, general line	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	8	27 542	2 073	489	104	4 817	979	1 034
5144	Poultry and poultry products	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	6	11 994	755	181	32	1 594	223	174
5147	Meats and meat products	15	153 581	13 803	3 105	549	25 742	4 225	4 441
5148	Fresh fruits and vegetables	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials	-	-	-	-	-	-	-	-
5153	Grain and field beans	-	-	-	-	-	-	-	-
5154	Livestock	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-
516	Chemicals and allied products	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	54	178 908	11 736	2 482	586	22 623	11 952	13 305
5191	Farm supplies	3	5 706	434	79	18	846	402	669
5192	Books, periodicals, and newspapers	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	4	120 747	4 147	950	206	7 350	8 344	9 106
5198	Paints, varnishes, and supplies	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	24	24 317	2 883	660	148	5 782	1 975	2 285
Manufacturers' sales branches and sales offices									
50	Durable goods	32	887 087	56 205	14 121	1 600	100 756	34 862	37 915
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-	-
502	Furniture and home furnishings	9	163 492	4 253	1 188	107	7 515	2 168	2 315
503	Lumber and other construction materials	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-	-

Table 1. Summary Statistics for the District: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	TYPES OF OPERATION BY KIND OF BUSINESS —Con.								
	Manufacturers' sales branches and sales offices—Con.								
50	Durable goods—Con.								
506	Electrical goods	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	-	-	-	-	-	-	-	-
51	Nondurable goods	18	242 207	14 790	3 300	428	23 486	3 337	4 299
511	Paper and paper products	-	-	-	-	-	-	-	-
512	Drugs, drug proprietaries, and druggists' sundries	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	-	-	-	-	-	-	-	-
515	Farm-product raw materials	-	-	-	-	-	-	-	-
516	Chemicals and allied products	-	-	-	-	-	-	-	-
517	Petroleum and petroleum products	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Agents, brokers, and commission merchants	36	137 517	7 037	1 786	269	12 862	5 036	8 044
50	Durable goods	19	72 285	2 633	670	97	5 386	296	286
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-	-
502	Furniture and home furnishings	12	24 557	1 469	349	58	3 260	84	83
503	Lumber and other construction materials	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-	-
506	Electrical goods	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	-	-	-	-	-	-	-	-
509	Miscellaneous durable goods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods	17	65 232	4 404	1 116	172	7 476	4 740	7 758
511	Paper and paper products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	4	21 445	577	89	16	1 066	17	26
515	Farm-product raw materials	-	-	-	-	-	-	-	-
516	Chemicals and allied products	-	-	-	-	-	-	-	-
517	Petroleum and petroleum products	-	-	-	-	-	-	-	-
518	Beer, wine, and distilled alcoholic beverages	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 2. Selected Ratios for the District: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment ¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Wholesale trade	5 137 630	321 392	26 151	53.6	16	15.2	8.0
50	Durable goods	5 428 086	341 446	29 254	53.1	18	16.1	6.5
501	Motor vehicles and motor vehicle parts and supplies	2 269 313	174 583	20 988	52.4	13	22.9	14.0
5012	Automobiles and other motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used	565 250	125 611	17 778	55.7	5	25.4	5.5
502	Furniture and homefurnishings	4 631 500	613 304	29 411	45.6	8	10.5	3.0
5021	Furniture	5 373 721	601 745	28 604	43.6	9	10.9	3.2
5023	Homefurnishings	2 503 800	695 500	35 148	61.7	4	8.2	2.1
503	Lumber and other construction materials	3 450 917	289 587	37 217	55.0	12	23.4	5.6
5031	Lumber, plywood, millwork, and wood panels	4 596 167	257 729	39 318	56.7	18	26.9	6.7
5032	Brick, stone, and related construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	6 949 924	272 061	31 981	57.0	26	20.6	5.2
5043	Photographic equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	2 186 000	120 040	34 283	63.8	18	44.7	8.1
5045	Computers and computer peripheral equipment and software	13 405 750	326 970	33 215	55.5	41	18.3	4.8
5046	Commercial equipment, n.e.c.	3 998 625	240 519	19 459	58.3	17	13.9	5.4
5047	Medical, dental, and hospital equipment and supplies	970 714	212 344	28 875	47.5	5	28.7	5.1
5048	Ophthalmic goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	16 169 833	457 205	32 347	52.9	35	13.4	7.6
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	5 333 382	333 950	25 420	56.8	16	13.4	9.0
5072	Hardware	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	9 492 333	566 706	29 308	56.5	17	9.2	4.7
5075	Warm air heating and air-conditioning equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	2 424 100	315 844	22 508	52.7	8	13.5	4.4
5082	Construction and mining (except petroleum) machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	3 303 500	421 723	17 840	47.6	8	8.9	2.7
5085	Industrial supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies	964 316	115 962	22 646	55.7	8	35.0	10.7
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies	757 750	151 550	15 000	34.2	5	29.0	28.5
5093	Scrap and waste materials	1 549 250	126 469	17 714	42.2	12	33.2	6.3
5094	Jewelry, watches, precious stones, and precious metals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	712 900	356 450	29 400	28.7	2	28.7	21.6
51	Nondurable goods	4 789 544	297 649	22 477	54.4	16	13.9	5.3
511	Paper and paper products	1 750 581	205 561	20 606	52.0	9	19.3	7.1
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	1 248 571	151 561	19 434	50.1	8	25.6	5.8
5113	Industrial and personal service paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	1 696 440	392 694	19 815	39.8	4	12.7	3.3
5131	Piece goods, notions, and other dry goods	1 436 833	284 209	19 154	42.4	5	15.9	4.2
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	4 919 245	238 971	19 270	55.7	21	14.5	2.8
5141	Groceries, general line	5 187 500	336 227	13 778	53.3	15	7.7	3.7
5142	Packaged frozen foods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	3 442 750	264 827	19 933	43.0	13	17.5	3.8
5144	Poultry and poultry products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	1 999 000	374 813	23 594	47.4	5	13.3	1.5
5147	Meats and meat products	10 238 733	279 747	25 142	53.6	27	16.8	2.9
5148	Fresh fruits and vegetables	4 796 957	187 000	14 800	60.5	26	13.1	1.4
5149	Groceries and related products, n.e.c.	1 883 579	134 541	15 519	66.1	14	17.5	4.1
515	Farm-product raw materials	-	-	-	-	-	-	-
5153	Grain and field beans	-	-	-	-	-	-	-
5154	Livestock	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 2. Selected Ratios for the District: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment ¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Wholesale trade—Con.							
51	Nondurable goods—Con.							
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	11 959 412	290 858	26 605	51.8	41	17.7	12.7
5181	Beer and ale	6 722 875	245 584	24 648	49.5	27	20.3	6.7
5182	Wine and distilled alcoholic beverages	16 614 111	311 515	27 498	52.8	53	16.7	14.8
519	Miscellaneous nondurable goods	4 874 849	391 490	25 042	57.6	12	11.1	4.0
5191	Farm supplies	1 902 000	317 000	24 111	51.3	6	14.8	11.7
5192	Books, periodicals, and newspapers	10 851 625	534 234	34 529	63.3	20	10.2	.4
5193	Flowers, nursery stock, and florists' supplies	1 522 750	94 434	18 434	59.6	16	32.8	3.7
5194	Tobacco and tobacco products	30 186 750	586 150	20 131	56.4	52	6.1	7.5
5198	Paints, varnishes, and supplies	961 917	230 860	23 300	41.3	4	24.5	5.7
5199	Nondurable goods, n.e.c.	1 068 667	177 127	18 878	50.1	6	21.3	7.7
	Merchant wholesalers	3 374 863	240 804	23 412	52.1	14	18.7	7.6
50	Durable goods	2 708 805	219 043	26 292	51.6	12	23.3	10.2
501	Motor vehicles and motor vehicle parts and supplies	2 269 313	174 563	20 988	52.4	13	22.9	14.0
5012	Automobiles and other motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used	565 250	125 611	17 778	55.7	5	25.4	5.5
502	Furniture and home furnishings	2 177 784	295 158	26 227	40.9	7	21.7	7.1
5021	Furniture	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5031	Lumber, plywood, millwork, and wood panels	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	3 369 821	199 271	29 173	52.8	17	27.7	9.0
5043	Photographic equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5046	Commercial equipment, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5072	Hardware	2 376 722	151 170	23 064	58.7	16	26.0	18.8
5074	Plumbing and heating equipment and supplies (hydronics)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5082	Construction and mining (except petroleum) machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	Industrial supplies	-	-	-	-	-	-	-
5087	Service establishment equipment and supplies	964 316	115 962	22 646	55.7	8	35.0	10.7
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies	757 750	151 550	15 000	34.2	5	29.0	28.5
5093	Scrap and waste materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	712 900	356 450	29 400	28.7	2	28.7	21.6
51	Nondurable goods	4 145 281	260 355	20 825	52.7	16	15.2	5.7
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	2 109 500	197 766	21 906	57.6	11	19.2	12.1
512	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	1 437 048	335 311	18 878	38.3	4	14.7	4.6
5131	Piece goods, notions, and other dry goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 2. Selected Ratios for the District: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment ¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Merchant wholesalers—Con.							
51	Nondurable goods—Con.							
514	Groceries and related products	4 899 600	229 788	19 130	55.7	21	14.9	3.0
5141	Groceries, general line	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	3 442 750	264 827	19 933	43.0	13	17.5	3.8
5144	Poultry and poultry products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	1 999 000	374 813	23 594	47.4	5	13.3	1.5
5147	Meats and meat products	10 238 733	279 747	25 142	53.6	37	16.8	2.9
5148	Fresh fruits and vegetables	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials	-	-	-	-	-	-	-
5153	Grain and field beans	-	-	-	-	-	-	-
5154	Livestock	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	3 313 111	305 304	20 027	51.9	11	12.6	7.4
5191	Farm supplies	1 902 000	317 000	24 111	51.3	6	14.8	11.7
5192	Books, periodicals, and newspapers	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	30 186 750	586 150	20 131	56.4	52	6.1	7.5
5198	Paints, varnishes, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	1 013 208	164 304	19 480	49.9	6	23.8	9.4
	Manufacturers' sales branches and sales offices	22 585 880	556 851	35 007	57.1	41	11.0	3.7
50	Durable goods	27 721 469	554 429	35 128	55.8	50	11.4	4.3
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-
502	Furniture and home furnishings	18 165 778	1 527 963	39 748	56.6	12	4.6	1.4
503	Lumber and other construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-
506	Electrical goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	-	-	-	-	-	-	-
51	Nondurable goods	13 455 944	565 904	34 556	63.0	24	9.7	1.8
511	Paper and paper products	-	-	-	-	-	-	-
512	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	-	-	-	-	-	-	-
515	Farm-product raw materials	-	-	-	-	-	-	-
516	Chemicals and allied products	-	-	-	-	-	-	-
517	Petroleum and petroleum products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Agents, brokers, and commission merchants	3 819 917	511 216	26 160	54.7	7	9.4	5.8
50	Durable goods	3 804 474	745 206	27 144	48.9	5	7.5	.4
501	Motor vehicles and motor vehicle parts and supplies	-	-	-	-	-	-	-
502	Furniture and home furnishings	2 046 417	423 397	25 328	45.1	5	13.3	.3
503	Lumber and other construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	-	-	-	-	-	-	-
506	Electrical goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	-	-	-	-	-	-	-
509	Miscellaneous durable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods	3 837 176	379 256	25 605	58.9	10	11.5	11.9
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	5 361 250	1 340 313	36 063	54.1	4	5.0	.1
515	Farm-product raw materials	-	-	-	-	-	-	-
516	Chemicals and allied products	-	-	-	-	-	-	-
517	Petroleum and petroleum products	-	-	-	-	-	-	-
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)

¹Based on number of employees for pay period including March 12.

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the District: 1987 and 1982

(For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A)

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade -----	551	515	2 845 303	2 620 005	8.6	231 297	193 197	19.7	8 840	9 209
50		Durable goods -----	298	280	(D)	1 401 347	(D)	(D)	101 226	(D)	(D)	4 501
501		Motor vehicles and automotive parts and supplies ---	29	41	71 674	112 918	-36.5	8 437	8 680	-2.8	400	469
5012	5012	Automobiles and other motor vehicles -----	2	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	5013	Automotive parts and supplies -----	25	31	43 303	49 387	-12.3	6 356	5 936	7.1	336	366
	5015 pt.	Motor vehicle supplies and new parts -----	24	28	(D)	37 287	(D)	(D)	5 815	(D)	(D)	359
		Motor vehicle parts, used -----	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	5014	Tires and tubes -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502		Furniture and home furnishings -----	58	27	268 627	98 160	173.7	12 882	5 234	146.1	438	240
5021	5021	Furniture -----	43	20	231 070	92 587	149.6	10 984	4 773	130.1	384	200
5023	5023	Home furnishings -----	15	7	37 557	5 573	573.9	1 898	461	311.7	54	40
503		Lumber and other construction materials -----	12	15	41 411	48 226	-14.1	5 322	3 645	46.0	143	178
5031	5031	Lumber, plywood, millwork, and wood panels -----	6	4	27 577	(D)	(D)	4 207	(D)	(D)	107	(D)
5039		Construction materials, n.e.c. -----	6	11	13 834	(D)	(D)	1 115	(D)	(D)	36	(D)
	5032	Brick, stone, and related construction materials --	1	3	(D)	10 082	(D)	(D)	847	(D)	(D)	36
	5033	Roofing, siding, and insulation materials -----	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5039	Construction materials, n.e.c. -----	4	6	(D)	21 094	(D)	(D)	874	(D)	(D)	51
504		Sporting, recreational, photographic, and hobby goods, toys and supplies -----	8	7	5 195	2 443	112.6	633	459	37.9	37	26
5041	5091	Sporting and recreational goods and supplies -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies -----	4	1	3 031	(D)	(D)	300	(D)	(D)	20	(D)
5043	5043	Photographic equipment and supplies -----	3	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505		Metals and minerals, except petroleum -----	3	8	(D)	77 673	(D)	(D)	2 100	(D)	(D)	103
5051	5051	Metals service centers and offices -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	5052	Coal and other minerals and ores -----	1	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods -----	32	35	(D)	433 894	(D)	(D)	17 794	(D)	(D)	820
5063		Electrical apparatus and equipment, wiring supplies, and construction materials -----	16	21	253 187	402 826	-37.2	10 140	14 609	-30.6	359	609
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	14	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c. -----	-	(NA)	(D)	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	5084 pt.	Industrial machinery and equipment -----	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5064	5064	Electrical appliances, television and radio sets -----	3	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	13	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507		Hardware, and plumbing and heating equipment and supplies -----	34	30	181 335	114 229	58.7	13 803	8 256	67.2	543	453
5072	5072	Hardware -----	19	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	5074	Plumbing and heating equipment and supplies (hydronics) -----	12	10	113 908	63 619	79.0	5 891	3 619	62.8	201	162
5075	5075	Warm air heating and air-conditioning equipment and supplies -----	3	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	5078	Refrigeration equipment and supplies -----	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
508		Machinery, equipment, and supplies -----	101	96	549 256	491 576	11.7	59 719	52 492	13.8	1 916	2 054
5081		Commercial machines and equipment -----	55	40	448 884	351 967	27.5	52 581	44 908	17.1	1 627	1 611
	5044	Office equipment -----	19	(NA)	41 534	(NA)	(NA)	11 862	(NA)	(NA)	346	(NA)
	5045	Computers and computer peripheral equipment and software -----	28	(NA)	375 361	(NA)	(NA)	38 131	(NA)	(NA)	1 148	(NA)
	5046	Commercial equipment, n.e.c. -----	8	10	31 989	(D)	(D)	2 588	(D)	(D)	133	(D)
5082	5082	Construction and mining (except petroleum) machinery and equipment -----	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	5083	Farm and garden machinery and equipment -----	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment -----	10	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5085	5085	Industrial supplies -----	-	4	-	2 969	-100.0	-	578	-100.0	-	21
5086		Professional equipment and supplies -----	8	10	(D)	6 567	(D)	(D)	1 314	(D)	(D)	82
	5047	Medical, dental, and hospital equipment and supplies -----	7	6	6 795	4 742	43.3	924	893	3.5	32	37
	5048	Ophthalmic goods -----	-	2	(D)	(D)	(D)	-	(D)	(D)	-	(D)
	5049	Professional equipment and supplies, n.e.c. -----	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	5087	Service establishment equipment and supplies -----	19	18	18 322	(D)	(D)	3 578	(D)	(D)	158	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles -----	5	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509		Miscellaneous durable goods -----	21	21	(D)	22 228	(D)	(D)	2 566	(D)	(D)	158
5093	5093	Scrap and waste materials -----	8	10	12 394	(D)	(D)	1 736	(D)	(D)	98	(D)
5094	5094	Jewelry, watches, precious stones, and precious metals -----	4	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. -----	9	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the District: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade—Con.										
51		Nondurable goods	253	235	(D)	1 218 658	(D)	(D)	91 971	(D)	(D)	4 708
511		Paper and paper products.....	31	33	54 268	119 285	-54.5	5 440	12 524	-56.6	264	624
5111	5111	Printing and writing paper.....	3	5	(D)	67 731	(D)	(D)	4 879	(D)	(D)	179
5112	5112	Stationery and office supplies.....	21	22	26 220	34 287	-23.5	3 362	6 254	-46.3	173	383
5113	5113	Industrial and personal service paper.....	7	6	(D)	17 267	(D)	(D)	1 391	(D)	(D)	62
512		Drugs, drug proprietaries, and druggists' sundries.....	4	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries.....	4	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513		Apparel, piece goods, and notions.....	25	7	42 411	10 856	290.7	2 140	442	384.2	108	29
5133	5131 pt.	Piece goods.....	16	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods.....	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5136	5136	Men's and boys' clothing and furnishings.....	4	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories.....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear.....	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
514		Groceries and related products.....	94	86	462 409	358 938	28.8	37 287	30 234	23.3	1 935	1 725
5141	5141	Groceries, general line.....	14	11	72 625	53 854	34.9	2 976	5 745	-48.2	216	286
5142	5142	Packaged frozen foods.....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	5145	Dairy products, except dried or canned.....	8	4	27 542	(D)	(D)	2 073	(D)	(D)	104	(D)
5144	5144	Poultry and poultry products.....	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	5145	Confectionery.....	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	5146	Fish and seafoods.....	6	3	11 994	8 294	44.6	755	650	16.2	32	43
5147	5147	Meats and meat products.....	15	22	153 581	(D)	(D)	13 803	(D)	(D)	549	(D)
5148	5148	Fresh fruits and vegetables.....	23	23	110 330	80 553	37.0	8 732	6 308	38.4	590	413
5149	5149	Groceries and related products, n.e.c.....	19	14	35 788	27 406	30.6	4 128	3 456	19.4	266	193
515		Farm-product raw materials.....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
5152	5159 pt.	Cotton.....	-	-	-	-	-	-	-	-	-	-
5153	5153	Grain and field beans.....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
5154	5154	Livestock.....	-	-	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c.....	-	-	-	-	-	-	-	-	-	-
516		Chemicals and allied products.....	3	5	(D)	4 464	(D)	(D)	484	(D)	(D)	28
5161		Chemicals and allied products.....	3	5	(D)	4 464	(D)	(D)	484	(D)	(D)	28
5162	5162	Plastics materials and basic forms and shapes.....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	5169	Chemicals and allied products, n.e.c.....	2	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517		Petroleum and petroleum products.....	5	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	5171	Petroleum bulk stations and terminals.....	3	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals.....	2	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518		Beer, wine, and distilled alcoholic beverages.....	17	20	203 310	204 826	-8	18 597	19 152	-2.9	699	691
5181	5181	Beer and ale.....	8	8	53 783	58 933	-8.7	5 398	6 382	-15.4	219	223
5182	5182	Wine and distilled alcoholic beverages.....	9	12	149 527	145 893	2.5	13 199	12 770	3.4	480	468
519		Miscellaneous nondurable goods.....	74	66	(D)	334 457	(D)	(D)	21 366	(D)	(D)	1 234
5191	5191	Farm supplies.....	3	2	5 706	(D)	(D)	434	(D)	(D)	18	(D)
5194	5194	Tobacco and tobacco products.....	4	3	120 747	(D)	(D)	4 147	(D)	(D)	206	(D)
5198	5198	Paints, varnishes and supplies.....	12	8	11 543	(D)	(D)	1 165	(D)	(D)	50	(D)
5199		Nondurable goods, n.e.c.....	55	53	(D)	241 876	(D)	(D)	18 481	(D)	(D)	1 064
5099 pt.		Durable goods, n.e.c.....	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5192		Books, periodicals, and newspapers.....	16	18	173 626	202 308	-14.2	11 222	13 550	-17.2	325	719
5193		Flowers, nursery stock, and florists' supplies.....	8	7	12 182	15 137	-19.5	2 378	2 121	12.1	129	159
5199		Nondurable goods, n.e.c.....	30	(NA)	32 060	(NA)	(NA)	3 417	(NA)	(NA)	181	(NA)
		Merchant wholesalers	465	411	1 578 492	1 459 040	8.2	153 265	125 764	21.9	6 543	6 772
50		Durable goods	247	218	(D)	502 653	(D)	(D)	51 529	(D)	(D)	2 847
501		Motor vehicles and automotive parts and supplies.....	29	39	71 674	(D)	(D)	8 437	(D)	(D)	400	(D)
5012	5012	Automobiles and other motor vehicles.....	2	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013		Automotive parts and supplies.....	25	30	43 303	(D)	(D)	6 356	(D)	(D)	336	(D)
5013	5013	Motor vehicle supplies and new parts.....	24	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	5014	Motor vehicle parts, used.....	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	5014	Tires and tubes.....	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502		Furniture and home furnishings.....	37	18	80 578	37 715	113.6	7 160	2 828	153.2	273	143
5021	5021	Furniture.....	24	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	5023	Home furnishings.....	13	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503		Lumber and other construction materials.....	10	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5031	5031	Lumber, plywood, millwork, and wood panels.....	5	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039		Construction materials, n.e.c.....	5	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	5032	Brick, stone, and related construction materials.....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	5033	Roofing, siding, and insulation materials.....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	5039	Construction materials, n.e.c.....	3	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the District: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
50		Durable goods—Con.										
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	8	6	5 195	(D)	(D)	633	(D)	(D)	37	(D)
5041	5091	Sporting and recreational goods and supplies	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies	4	1	3 031	(D)	(D)	300	(D)	(D)	20	(D)
5043	5043	Photographic equipment and supplies	3	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505		Metals and minerals, except petroleum	3	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	5051	Metals service centers and offices	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	5052	Coal and other minerals and ores	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods	22	24	118 901	(D)	(D)	10 570	(D)	(D)	388	(D)
5063		Electrical apparatus and equipment, wiring supplies, and construction materials	15	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	13	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c.	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	5084 pt.	Industrial machinery and equipment	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5064	5064	Electrical appliances, television and radio sets	3	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c.	4	2	4 372	(D)	(D)	701	(D)	(D)	24	(D)
507		Hardware, and plumbing and heating equipment and supplies	31	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5072	5072	Hardware	18	13	42 781	(D)	(D)	6 527	(D)	(D)	283	(D)
5074	5074	Plumbing and heating equipment and supplies (hydronics)	10	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	5075	Warm air heating and air-conditioning equipment and supplies	3	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	5078	Refrigeration equipment and supplies	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
508		Machinery, equipment, and supplies	87	69	226 006	72 304	212.6	32 583	13 106	148.6	1 153	733
5081		Commercial machines and equipment	47	23	182 148	32 596	458.8	26 572	6 933	283.3	897	357
	5044	Office equipment	16	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5045	Computers and computer peripheral equipment and software	24	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5046	Commercial equipment, n.e.c.	7	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5082	5082	Construction and mining (except petroleum) machinery and equipment	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	5083	Farm and garden machinery and equipment	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment	8	8	(D)	8 133	(D)	(D)	900	(D)	(D)	51
5085	5085	Industrial supplies	-	3	-	(D)	(D)	-	(D)	(D)	-	(D)
5086		Professional equipment and supplies	6	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies	5	3	(D)	2 797	(D)	(D)	651	(D)	(D)	25
	5048	Ophthalmic goods	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
	5049	Professional equipment and supplies, n.e.c.	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	5087	Service establishment equipment and supplies	19	17	18 322	(D)	(D)	3 578	(D)	(D)	158	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles	5	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509		Miscellaneous durable goods	20	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	5093	Scrap and waste materials	7	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	5094	Jewelry, watches, precious stones, and precious metals	4	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c.	9	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51		Nondurable goods	218	193	(D)	956 387	(D)	(D)	74 235	(D)	(D)	3 925
511		Paper and paper products	29	30	(D)	115 808	(D)	(D)	12 148	(D)	(D)	604
5111	5111	Printing and writing paper	3	5	(D)	67 731	(D)	(D)	4 879	(D)	(D)	179
5112	5112	Stationery and office supplies	20	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	5113	Industrial and personal service paper	6	5	12 657	(D)	(D)	1 402	(D)	(D)	64	(D)
512		Drugs, drug proprietaries, and druggists' sundries	3	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries ..	3	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513		Apparel, piece goods, and notions	21	4	30 178	1 501	1 910.5	1 699	211	705.2	90	16
5133	5131 pt.	Piece goods	13	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5136	5136	Men's and boys' clothing and furnishings	3	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
514		Groceries and related products	90	81	440 964	340 393	29.5	36 710	28 053	30.9	1 919	1 625
5141	5141	Groceries, general line	13	11	(D)	53 854	(D)	(D)	5 745	(D)	(D)	286
5142	5142	Packaged frozen foods	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	5143	Dairy products, except dried or canned	8	4	27 542	(D)	(D)	2 073	(D)	(D)	104	(D)
5144	5144	Poultry and poultry products	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	5145	Confectionery	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the District: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
51		Nondurable goods—Con.										
514		Groceries and related products—Con.										
5146	5146	Fish and seafoods	6	3	11 994	8 294	44.6	755	650	16.2	32	43
5147	5147	Meats and meat products	15	21	153 581	(D)	(D)	13 803	(D)	(D)	549	(D)
5148	5148	Fresh fruits and vegetables	21	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	5149	Groceries and related products, n.e.c.	18	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515		Farm-product raw materials	-	-	-	-	-	-	-	-	-	-
5152	5159 pt.	Cotton	-	-	-	-	-	-	-	-	-	-
5153	5153	Grain and field beans	-	-	-	-	-	-	-	-	-	-
5154	5154	Livestock	-	-	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-	-	-
516		Chemicals and allied products	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161		Chemicals and allied products	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes ..	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c.	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517		Petroleum and petroleum products	4	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	5171	Petroleum bulk stations and terminals	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	2	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518		Beer, wine, and distilled alcoholic beverages	13	14	(D)	175 822	(D)	(D)	16 712	(D)	(D)	596
5181	5181	Beer and ale	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	5182	Wine and distilled alcoholic beverages	7	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	55	48	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	5191	Farm supplies	3	2	5 706	(D)	(D)	434	(D)	(D)	18	(D)
5194	5194	Tobacco and tobacco products	4	3	120 747	(D)	(D)	4 147	(D)	(D)	206	(D)
5198	5198	Paints, varnishes and supplies	5	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c.	43	42	48 715	(D)	(D)	6 657	(D)	(D)	340	(D)
	5099 pt.	Durable goods, n.e.c.	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5192	5192	Books, periodicals, and newspapers	11	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	5193	Flowers, nursery stock, and florists' supplies ..	7	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	5199	Nondurable goods, n.e.c.	24	(NA)	24 317	(NA)	(NA)	2 883	(NA)	(NA)	148	(NA)
		Manufacturers' sales branches and sales offices	50	69	1 129 294	1 005 308	12.3	70 995	63 500	11.8	2 028	2 190
50		Durable goods	32	41	887 087	782 100	13.4	56 205	47 714	17.8	1 600	1 564
501	501 pt.	Motor vehicles and automotive parts and supplies ---	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
502	502	Furniture and home furnishings	9	4	163 492	30 512	435.8	4 253	1 710	148.7	107	68
503	503	Lumber and other construction materials	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	-	-	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies	-	-	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-	-	-
505	505	Metals and minerals, except petroleum	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
506		Electrical goods	7	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	7	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	508 pt.	Machinery, equipment, and supplies	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies	13	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	9	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	4	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-	-	-
51		Nondurable goods	18	28	242 207	223 208	8.5	14 790	15 786	-6.3	428	626
511	511	Paper and paper products	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries ---	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	513	Apparel, piece goods, and notions	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	514	Groceries and related products	-	3	-	(D)	(D)	-	(D)	(D)	-	(D)
515	515	Farm-product raw materials	-	-	-	-	-	-	-	-	-	-

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the District: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Manufacturers' sales branches and sales offices—Con.										
51		Nondurable goods—Con.										
516	516	Chemicals and allied products	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
517	517	Petroleum and petroleum products	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	518	Beer, wine, and distilled alcoholic beverages	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	13	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods	13	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		Agents, brokers, and commission merchants	36	35	137 517	155 657	-11.7	7 037	3 933	78.9	269	247
50		Durable goods	19	21	72 285	116 594	-38.0	2 633	1 983	32.8	97	90
501	501 pt.	Motor vehicles and automotive parts and supplies	-	-	-	-	-	-	-	-	-	-
502	502	Furniture and home furnishings	12	5	24 557	29 933	-18.0	1 469	696	111.1	58	29
503	503	Lumber and other construction materials	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
	504 pt.	Professional and commercial equipment and supplies	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
	509 pt.	Miscellaneous durable goods	-	-	-	-	-	-	-	-	-	-
505	505	Metals and minerals, except petroleum	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
506		Electrical goods	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods	3	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	508 pt.	Machinery, equipment, and supplies	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies	1	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
509	509 pt.	Miscellaneous durable goods	1	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51		Nondurable goods	17	14	65 232	39 063	67.0	4 404	1 950	125.8	172	157
511	511	Paper and paper products	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-	-	-
513	513	Apparel, piece goods, and notions	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	514	Groceries and related products	4	2	21 445	(D)	(D)	577	(D)	(D)	16	(D)
515	515	Farm-product raw materials	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
516	516	Chemicals and allied products	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
517	517	Petroleum and petroleum products	-	-	-	-	-	-	-	-	-	-
518	518	Beer, wine, and distilled alcoholic beverages	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	6	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods	6	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the District: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
		Wholesale trade -----	551	2 845 303	231 297	55 405	8 840	431 498	163 724	170 824
5013		Automotive parts and supplies -----	25	43 303	6 356	1 467	336	13 090	8 156	8 768
	5013	Motor vehicle parts and supplies -----	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5015 pt.	Motor vehicle parts, used -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039		Construction materials, n.e.c. -----	6	13 834	1 115	262	36	2 245	393	455
	5032	Brick, stone, and related construction materials -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5033	Roofing, siding, and insulation materials -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5039	Construction materials, n.e.c. -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5041	5091	Sporting and recreational goods and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies -----	4	3 031	300	86	20	878	552	863
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment -----	16	253 187	10 140	2 887	359	16 364	7 656	8 124
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5065 pt.	Electrical parts and equipment, n.e.c. -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081		Commercial machines and equipment -----	55	448 884	52 581	12 525	1 627	91 706	19 623	23 194
	5044	Office equipment -----	19	41 534	11 862	2 880	346	18 580	2 868	3 380
	5045	Computers and computer peripheral equipment and software -----	28	375 361	38 131	9 062	1 148	68 686	15 263	18 100
	5046	Commercial equipment, n.e.c. -----	8	31 989	2 588	583	133	4 440	1 492	1 714
5084	5084 pt.	Industrial machinery and equipment -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086		Professional equipment and supplies -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies --	7	6 795	924	260	32	1 947	334	349
	5048	Ophthalmic goods -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods -----	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161		Chemicals and allied products -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c. -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c. -----	55	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5192	Books, periodicals, and newspapers -----	16	173 626	11 222	2 388	325	17 723	638	749
	5193	Flowers, nursery stock, and florists' supplies -----	8	12 182	2 378	382	129	3 993	570	455
	5199	Nondurable goods, n.e.c. -----	30	32 060	3 417	776	181	6 817	2 124	2 458
		Merchant Wholesalers -----	465	1 578 492	153 265	36 198	6 543	294 394	120 489	120 366
5013		Automotive parts and supplies -----	25	43 303	6 356	1 467	336	13 090	8 156	8 768
	5013	Motor vehicle parts and supplies -----	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5015 pt.	Motor vehicle parts, used -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039		Construction materials, n.e.c. -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5032	Brick, stone, and related construction materials -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5033	Roofing, siding, and insulation materials -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5039	Construction materials, n.e.c. -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5041	5091	Sporting and recreational goods and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies -----	4	3 031	300	86	20	878	552	863
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment -----	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5065 pt.	Electrical parts and equipment, n.e.c. -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	4	4 372	701	188	24	1 116	338	265
5081		Commercial machines and equipment -----	47	182 148	26 572	6 249	897	50 156	12 925	16 326
	5044	Office equipment -----	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5045	Computers and computer peripheral equipment and software -----	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5046	Commercial equipment, n.e.c. -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086		Professional equipment and supplies -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies --	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5048	Ophthalmic goods -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	5131 pt.	Piece goods -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5161		Chemicals and allied products -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c. -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the District: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
Merchant Wholesalers—Con.										
5199		Nondurable goods, n.e.c. -----	43	48 715	6 657	1 346	340	13 279	3 082	3 405
	5099 pt.	Durable goods, n.e.c. -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5192	Books, periodicals, and newspapers -----	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5193	Flowers, nursery stock, and florists' supplies -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c. -----	24	24 317	2 883	660	148	5 782	1 975	2 285
Manufacturers' sales branches and offices ---			50	1 129 294	70 995	17 421	2 028	124 242	38 199	42 214
501	501 pt.	Motor vehicles and automotive parts and supplies -----	-	-	-	-	-	-	-	-
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies -----	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
506		Electrical goods -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies -----	-	-	-	-	-	-	-	-
508		Machinery, equipment, and supplies -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
519		Miscellaneous nondurable goods -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Agents, brokers, and commission merchants --			36	137 517	7 037	1 786	269	12 862	5 036	8 044
501	501 pt.	Motor vehicles and automotive parts and supplies -----	-	-	-	-	-	-	-	-
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies -----	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
506		Electrical goods -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies -----	-	-	-	-	-	-	-	-
508		Machinery, equipment, and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies -----	-	-	-	-	-	-	-	-
509	509 pt.	Miscellaneous durable goods -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987

[Not applicable]

Table 6. Summary Statistics for Places With 200 Establishments or More: 1987

[Not applicable]

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987

[Not applicable]

Table 8. Summary Statistics for the Metropolitan Statistical Area: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	WASHINGTON, DC-MD-VA MSA										
	Wholesale trade	4 353	31 241 917	2 021 787	72 958	3 509	13 505 243	1 347 543	52 629	844	17 736 674
50	Durable goods	3 040	23 401 124	1 531 368	51 610	2 479	9 191 470	983 389	36 289	561	14 209 654
501	Motor vehicles and motor vehicle parts and supplies	426	9 665 999	124 368	5 708	402	1 862 727	111 112	5 326	24	7 803 272
5012	Automobiles and other motor vehicles	63	8 974 060	44 875	1 476	51	1 267 715	35 241	1 233	12	7 706 345
5013	Motor vehicle supplies and new parts	291	573 001	61 606	3 273	280	(D)	(D)	(D)	11	(D)
5014	Tires and tubes	22	80 496	8 681	403	21	(D)	(D)	(D)	1	(D)
5015	Motor vehicle parts, used	50	38 442	9 206	556	50	38 442	9 206	556	-	-
502	Furniture and homefurnishings	274	835 872	57 714	2 426	197	417 341	45 227	2 070	77	418 531
5021	Furniture	158	555 794	39 978	1 620	104	(D)	(D)	(D)	54	(D)
5023	Homefurnishings	116	280 078	17 736	806	93	(D)	(D)	(D)	23	(D)
503	Lumber and other construction materials	206	1 177 135	98 269	3 510	169	859 003	86 496	3 122	37	318 132
5031	Lumber, plywood, millwork, and wood panels	87	619 754	53 588	1 914	75	536 251	47 182	1 691	12	83 503
5032	Brick, stone, and related construction materials ..	42	208 702	11 701	408	30	87 822	9 439	343	12	120 880
5033	Roofing, siding, and insulation materials	31	193 988	12 975	480	24	110 664	11 341	419	7	83 324
5039	Construction materials, n.e.c.	46	154 691	20 005	708	40	124 266	18 534	669	6	30 425
504	Professional and commercial equipment and supplies	779	5 244 007	720 343	21 404	614	2 328 139	361 010	11 530	165	2 915 868
5043	Photographic equipment and supplies	22	164 712	28 362	804	17	(D)	(D)	(D)	5	(D)
5044	Office equipment	187	786 866	161 057	5 348	144	345 627	54 221	2 218	43	441 239
5045	Computers and computer peripheral equipment and software	344	3 649 116	455 102	12 493	268	1 447 201	236 961	6 663	76	2 201 915
5046	Commercial equipment, n.e.c.	77	176 986	25 859	1 042	67	121 310	21 664	933	10	55 676
5047	Medical, dental, and hospital equipment and supplies	91	347 247	35 414	1 149	75	244 746	29 329	999	16	102 501
5048	Ophthalmic goods	11	25 392	2 056	108	9	(D)	(D)	(D)	2	(D)
5049	Professional equipment and supplies, n.e.c.	47	93 688	12 493	460	34	57 627	8 647	348	13	36 061
505	Metals and minerals, except petroleum	31	101 495	11 983	463	27	86 513	11 130	447	4	14 982
5051	Metals service centers and offices	27	94 073	11 586	448	24	(D)	(D)	(D)	3	(D)
5052	Coal and other minerals and ores	4	7 422	397	15	3	(D)	(D)	(D)	1	(D)
506	Electrical goods	437	3 339 733	251 072	7 965	296	1 499 980	131 983	4 669	141	1 839 753
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	158	1 190 093	70 803	2 382	122	859 828	57 196	2 018	36	330 265
5064	Electrical appliances, television and radio sets ...	48	337 789	16 480	634	37	139 821	11 997	506	11	197 968
5065	Electronic parts and equipment, n.e.c.	231	1 811 851	163 789	4 949	137	500 331	62 790	2 145	94	1 311 520
507	Hardware, and plumbing and heating equipment and supplies	243	886 091	81 579	3 269	214	710 295	75 063	3 079	29	175 796
5072	Hardware	79	256 558	29 981	1 351	70	216 595	28 521	1 309	9	39 963
5074	Plumbing and heating equipment and supplies (hydronics)	85	379 320	30 242	1 126	74	301 355	28 933	1 090	11	77 965
5075	Warm air heating and air-conditioning equipment and supplies	64	227 076	17 549	663	56	(D)	(D)	(D)	8	(D)
5078	Refrigeration equipment and supplies	15	23 137	3 807	129	14	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies	415	1 610 220	145 807	5 100	355	1 056 674	124 799	4 405	60	553 546
5082	Construction and mining (except petroleum) machinery and equipment	41	211 009	17 939	592	35	174 262	16 508	552	6	36 747
5083	Farm and garden machinery and equipment	35	93 589	8 924	419	33	(D)	(D)	(D)	2	(D)
5084	Industrial machinery and equipment	139	347 371	38 686	1 382	108	236 360	34 584	1 207	31	111 011
5085	Industrial supplies	50	195 153	15 592	534	43	(D)	(D)	(D)	7	(D)
5087	Service establishment equipment and supplies	98	181 937	32 626	1 303	94	(D)	(D)	(D)	4	(D)
5088	Transportation equipment and supplies, except motor vehicles	52	581 161	32 040	870	42	316 938	25 031	685	10	264 223
509	Miscellaneous durable goods	229	540 572	40 233	1 765	205	370 798	36 569	1 641	24	169 774
5091	Sporting and recreational goods and supplies	36	75 586	7 698	249	33	68 958	7 359	229	3	6 628
5092	Toys and hobby goods and supplies	22	26 429	3 596	198	18	25 397	3 541	194	4	1 032
5093	Scrap and waste materials	46	55 374	8 288	426	44	(D)	(D)	(D)	2	(D)
5094	Jewelry, watches, precious stones, and precious metals	41	78 089	3 417	188	40	(D)	(D)	(D)	1	(D)
5099	Durable goods, n.e.c.	84	305 094	17 234	704	70	148 226	14 139	607	14	156 868
51	Nondurable goods	1 313	7 840 793	490 419	21 348	1 030	4 313 773	364 154	16 340	283	3 527 020
511	Paper and paper products	246	1 037 473	97 469	4 569	203	649 255	80 274	3 259	43	388 218
5111	Printing and writing paper	35	424 799	23 346	790	25	237 254	17 984	625	10	187 545
5112	Stationery and office supplies	178	442 078	55 174	3 100	148	264 756	44 005	1 981	30	177 322
5113	Industrial and personal service paper	33	170 596	18 949	679	30	147 245	18 285	653	3	23 351
512	Drugs, drug proprietaries, and druggists' sundries ..	34	391 260	20 716	732	26	249 085	12 510	510	8	142 175
5122	Drugs, drug proprietaries, and druggists' sundries	34	391 260	20 716	732	26	249 085	12 510	510	8	142 175
513	Apparel, piece goods, and notions	75	108 884	8 530	499	60	76 492	7 644	461	15	32 392
5131	Piece goods, notions, and other dry goods	24	33 432	2 727	135	20	20 082	2 308	118	4	13 350
5136	Men's and boys' clothing and furnishings	24	55 572	4 182	271	20	45 964	4 000	262	4	9 608
5137	Women's, children's and infants' clothing and accessories	19	13 227	1 223	65	13	(D)	(D)	(D)	6	(D)
5139	Footwear	8	6 653	398	28	7	(D)	(D)	(D)	1	(D)
514	Groceries and related products	359	2 845 693	165 992	7 398	291	1 699 530	111 448	5 427	68	1 146 163
5141	Groceries, general line	51	303 012	18 479	927	46	248 920	17 279	895	5	54 092
5142	Packaged frozen foods	20	366 150	15 447	603	15	(D)	(D)	(D)	5	(D)
5143	Dairy products, except dried or canned	25	155 945	9 474	436	21	138 699	8 214	399	4	17 246
5144	Poultry and poultry products	10	72 589	6 211	302	9	(D)	(D)	(D)	1	(D)
5145	Confectionery	27	71 804	9 991	466	23	(D)	(D)	(D)	4	(D)

Table 8. Summary Statistics for the Metropolitan Statistical Area: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	WASHINGTON, DC-MD-VA MSA—Con.										
51	Nondurable goods—Con.										
514	Groceries and related products—Con.										
5146	Fish and seafoods	24	40 617	2 438	130	23	(D)	(D)	(D)	1	(D)
5147	Meats and meat products	41	514 214	20 704	844	33	259 280	17 251	742	8	254 934
5148	Fresh fruits and vegetables	42	146 239	11 661	789	38	131 579	11 337	770	4	14 660
5149	Groceries and related products, n.e.c.	119	1 175 123	71 587	2 881	83	479 515	29 586	1 352	36	695 608
515	Farm-product raw materials	20	56 985	1 207	126	10	9 948	291	20	10	47 037
5153	Grain and field beans	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5154	Livestock	7	(D)	(D)	(D)	4	(D)	(D)	(D)	3	(D)
5159	Farm-product raw materials, n.e.c.	10	37 946	809	60	3	(D)	(D)	(D)	7	(D)
516	Chemicals and allied products	61	359 445	22 885	734	51	138 435	12 567	461	10	221 010
5162	Plastics materials and basic forms and shapes ..	16	39 146	5 083	193	14	(D)	(D)	(D)	2	(D)
5169	Chemicals and allied products, n.e.c.	45	320 299	17 802	541	37	(D)	(D)	(D)	8	(D)
517	Petroleum and petroleum products	56	1 463 796	30 304	1 100	43	334 493	22 259	860	13	1 129 303
5171	Petroleum bulk stations and terminals	43	1 344 876	25 284	963	32	(D)	(D)	(D)	11	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	13	118 920	5 020	137	11	(D)	(D)	(D)	2	(D)
518	Beer, wine, and distilled alcoholic beverages	55	548 999	52 194	1 877	50	512 441	48 820	1 745	5	36 558
5181	Beer and ale	28	258 989	26 442	897	26	(D)	(D)	(D)	2	(D)
5182	Wine and distilled alcoholic beverages	27	290 010	25 752	980	24	(D)	(D)	(D)	3	(D)
519	Miscellaneous nondurable goods	407	1 028 258	91 122	4 313	296	644 094	68 341	3 597	111	384 164
5191	Farm supplies	58	104 429	9 005	527	56	(D)	(D)	(D)	2	(D)
5192	Books, periodicals, and newspapers	67	296 078	22 802	867	49	89 932	10 921	547	18	206 146
5193	Flowers, nursery stock, and florists' supplies ..	44	68 616	12 893	747	43	(D)	(D)	(D)	1	(D)
5194	Tobacco and tobacco products	11	283 215	13 513	737	10	(D)	(D)	(D)	1	(D)
5198	Paints, varnishes, and supplies	85	115 635	11 406	437	23	46 426	5 273	223	62	69 209
5199	Nondurable goods, n.e.c.	142	160 285	21 503	998	115	121 451	19 635	910	27	38 834

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Area: 1987

[Not applicable]

Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987

[Not applicable]

Table 11. Counties Ranked by Volume of Sales: 1987

[Not applicable]

APPENDIX A.

General Explanation

CENSUS COVERAGE AND METHODOLOGY

Structure and method of enumeration—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

Method of classifying kinds of business—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

Classifications—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.¹ There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

Geographic areas—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).²

Establishments—In 1982 and prior censuses, the count of establishments (defined below) represented the number

¹Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

²Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).

in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

EXPLANATION OF TERMS

Establishments—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, Miscellaneous Subjects (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

Firms—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

Sales—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

Annual payroll—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

First quarter payroll—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

Paid employees for pay period including March 12—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

1987 and 1986 inventories—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade Miscellaneous Subjects report (WC87-S-4).

Operating expenses—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

Auxiliary establishments— Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose or marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations

of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

Motor vehicles and motor vehicle parts and supplies (SIC 501)

Automobiles and other motor vehicles (SIC 5012)—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

Motor vehicle supplies and new parts (SIC 5013)—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors

- a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).
- b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).
2. Motor vehicle supplies and new parts—jobbers
 - a. Motor vehicle supplies and new parts—jobbers (without machine shop).
 - b. Motor vehicle supplies and new parts—jobbers (with machine shop).
3. Petroleum products marketing equipment

Tires and tubes (SIC 5014)—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

Motor vehicle parts, used (SIC 5015)—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

Furniture and homefurnishings (SIC 502)

Furniture (SIC 5021)—Establishments primarily engaged in the wholesale distribution of furniture, including bed-springs, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.
2. Office and business furniture.

Homefurnishings (SIC 5023)—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

1. Household china, glassware, and crockery.
2. Linens, domestics, draperies and curtains.
3. Floor coverings.
4. Other homefurnishings.

Lumber and other construction materials (SIC 503)

Lumber, plywood, millwork and wood panels (SIC 5031)—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

1. Lumber—without yard.
2. Lumber—with yard.
3. Plywood, millwork, and wood panels

Brick, Stone, and Related Construction Materials (SIC 5032)—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

Roofing, Siding, and Insulation Materials (SIC 5033)—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

Construction materials, n.e.c. (SIC 5039)—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

1. Flat glass and other construction glass.
2. Other construction materials.

Professional and Commercial Equipment and Supplies (SIC 504)

Photographic equipment and supplies (SIC 5043)—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.

Office equipment (SIC 5044)—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

Computers and computer peripheral equipment and software (SIC 5045)—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

Commercial Equipment, n.e.c. (SIC 5046)— Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

Medical, dental, and hospital equipment and supplies (SIC 5047)— Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

Ophthalmic Goods (SIC 5048)—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

Professional equipment and supplies, n.e.c. (SIC 5049)—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

Metals and minerals, except petroleum (SIC 505)

Metals service centers and offices (SIC 5051)—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
 - a. Ferrous metals service centers.
 - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

Coal and other minerals and ores (SIC 5052)—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

Electrical goods (SIC 506)

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or

mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

Electrical appliances, television and radio sets (SIC 5064)—Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

Electronic parts and equipment, n.e.c. (SIC 5065)—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

Hardware, and plumbing and heating equipment and supplies (SIC 507)

Hardware (SIC 5072)—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

Plumbing and heating equipment and supplies (hydronics) (SIC 5074)—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

Warm air heating and air-conditioning equipment and supplies (SIC 5075)—Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

Refrigeration equipment and supplies (SIC 5078)—Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

Machinery, equipment, and supplies (SIC 508)

Construction and mining (except petroleum) machinery and equipment (SIC 5082)—Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

Farm and garden machinery and equipment (SIC 5083)—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

Industrial machinery and equipment (SIC 5084)—Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.

6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

Industrial supplies (SIC 5085)— Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

Service establishment equipment and supplies (SIC 5087)—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

Transportation equipment and supplies, except motor vehicles (SIC 5088)—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.

3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

Miscellaneous durable goods (SIC 509)

Sporting and Recreational Goods and Supplies (SIC 5091)—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

Toys and hobby goods and supplies (SIC 5092)—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

Scrap and waste materials (SIC 5093)—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
 - a. Iron and steel scrap processors (using power processing equipment).
 - b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

Jewelry, watches, precious stones, and precious metals. (SIC 5094)—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

Durable goods, n.e.c. (SIC 5099)—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.

3. General merchandise—durable.

4. Other durable goods.

Nondurable Goods (SIC Major Group 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

Paper and Paper Products (SIC 511)

Printing and writing paper (SIC 5111)—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

Stationery and office supplies (SIC 5112)—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

Industrial and personal service paper (SIC 5113)—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

Drugs, drugs proprietaries and druggists' sundries (SIC 512)

Drugs, drug proprietaries, and druggists' sundries (SIC 5122)—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

Apparel, piece goods, and notions (SIC 513)

Piece goods, notions, and other dry goods (SIC 5131)—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.),

and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
 - a. Piece goods-jobbers
 - b. Piece goods-converters
2. Notions and other dry goods

Men's and boys' clothing and furnishings (SIC 5136)—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

Women's, children's, and infants' clothing and accessories (SIC 5137)—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

Footwear (SIC 5139)—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

Groceries and related products (SIC 514)

Groceries, general line (SIC 5141)—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

Packaged frozen foods (SIC 5142)—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

Dairy products, Except Dried or Canned (SIC 5143)—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry

does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

Poultry and poultry products (SIC 5144)— Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

Confectionery (SIC 5145)— Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

Fish and seafoods (SIC 5146)—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

Meats and meat products (SIC 5147)—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

Fresh fruits and vegetables (SIC 5148)—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

Groceries and related products, n.e.c. (SIC 5149)—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

Farm-product raw materials (SIC 515)

Grain and field beans (SIC 5153)—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

Livestock (SIC 5154)—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

Farm-product raw materials, n.e.c. (SIC 5159)—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

Chemicals and allied products (SIC 516)

Plastics materials and basic forms and shapes (SIC 5162)—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

Chemicals and allied products, n.e.c. (SIC 5169)—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.

Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

Petroleum and petroleum products (SIC 517)

Petroleum bulk stations and terminals (SIC 5171)—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
 - a. Petroleum bulk stations, except LP
 - b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

Beer, wine and distilled alcoholic beverages (SIC 518)

Beer and ale (SIC 5181)—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

Wine and distilled alcoholic beverages (SIC 5182)—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

Miscellaneous nondurable goods (SIC 519)

Farm supplies (SIC 5191)—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and

other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

Books, periodicals, and newspapers (SIC 5192)—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

Flowers, nursery stock, and florists' supplies (SIC 5193)—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

Tobacco and tobacco products (SIC 5194)—Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

Paints, varnishes, and supplies (SIC 5198)—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

Nondurable goods, n.e.c. (SIC 5199)—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

TYPE-OF-OPERATION CLASSIFICATIONS

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

Merchant wholesalers—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

Wholesale distributors and jobbers—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

Importers—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

Terminal grain elevators—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

Country grain elevators—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

Assemblers of farm products, except country grain elevators—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

Manufacturers' sales branches and offices—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in

retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

Agents, brokers, and commission merchants—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

Auction companies—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

Import agents—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

Export agents—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

Manufacturers' agents—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

Brokers (representing buyers or sellers)—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

Commission merchants—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.



APPENDIX B. General Questions



U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0607-0629; EXPIRES 06/89

NOTICE — Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

In correspondence pertaining to this report, please refer to this Census File Number (CFN)

Employer Identification (EI) Number

Please complete this form and RETURN TO

BUREAU OF THE CENSUS
1201 East Tenth Street
Jeffersonville, IN 47134

DUE DATE: FEBRUARY 15, 1988

If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

NOTE — Please read the accompanying instructions before answering the questions.

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

Item 1 — EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941?

004 1 ☐ YES (9 digits)
2 ☐ NO — Enter current EI No. _____

Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d

NOTE: P.O. boxes or rural routes are not physical locations.

a. ☐ Same as shown in mailing label. If different, indicate change. ☒

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC.

STATE

ZIP CODE

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

005 1 ☐ YES 2 ☐ NO — No legal boundaries
3 ☐ No legal boundaries 4 ☐ Don't know

c. Type of municipality where physically located

006 1 ☐ City, village, or borough 2 ☐ Town or township
3 ☐ Other or don't know

d. Name of county where physically located

Item 3 — OPERATIONAL STATUS

a. How many months during 1987 did this firm or organization actively operate this establishment?

Number of months
002

b. Mark (X) the ONE box which best describes this establishment at the end of 1987.

001 1 ☐ In operation
2 ☐ Temporarily or seasonally inactive
3 ☐ Cessation operation — Give date _____
4 ☐ Sold or leased to another operator — Give date at right AND enter name, etc., below ☒

Figures only

Month Day Year

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY

STATE

ZIP CODE

Item 4 — ORGANIZATIONAL STATUS — Mark (X) the ONE box which best describes this establishment during 1987.

003 1 ☐ Individual proprietorship 2 ☐ Partnership 3 ☐ Cooperative association (taxable) 4 ☐ Cooperative association (tax-exempt) 5 ☐ Governmental — Specify _____
6 ☐ Corporation (Do not mark if any form of cooperative association.) 7 ☐ Other — Specify ☒

Item 5 — INVENTORIES

a. Did you have inventories at the end of 1986 or 1987?

110 1 ☐ YES — Complete the remainder of the item 2 ☐ NO — SKIP to item 6

b. Are inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation?

120 1 ☐ YES — Use the sum of the LIFO amount plus the LIFO reserve for items c and d(2) 2 ☐ NO — Complete only line c

End of 1987			End of 1986		
Mil.	Thou.	Dol.	Mil.	Thou.	Dol.
046			047		

c. Total inventories

111

d. LIFO users report the following for line (c):

121

(1) Amount not subject to LIFO costing

112

(2) Amount subject to LIFO costing (gross)

122

e. Report the following applicable to line d(2):

113

(1) Amount of the LIFO reserve

123

(2) LIFO value of the line d(2) (net)

114

124

NOTE — The sum of lines d(1), e(1), and e(2) should equal line c.

HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands. Example: If a figure is \$1,125,628, report either

1,126,000 **PREFERRED**
or 1,125,000 **Acceptable**

Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
1	126	
1	125	628

Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987

a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others)

Mil.	Thou.	Dol.
010		
100		

b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis?

Mil.	Thou.	Dol.
101		
102		

c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in item 6a)

d. Dollar volume of commissions or brokerage received on transactions reported in item 6c

Mil.	Thou.	Dol.
103		
104		

NOTE — If this is the only establishment of this firm skip to item 7.

e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States?

Percent
105
106

f. Dollar volume of transfers (billings) to other establishments within your company (DO NOT include in item 6a)

Mil.	Thou.	Dol.
107		
108		

Item 7 — PAYROLL AND EMPLOYMENT

a. Payroll in 1987, before deductions

Mil.	Thou.	Dol.
030		
031		

(1) Total ANNUAL payroll

(2) FIRST QUARTER payroll (Jan.—Mar.)

Number
032
033

b. Employment in 1987
Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees)

Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY

Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987.

Number
130
131

a. Selling

b. Sales support (including office and clerical, warehousing, drivers, maintenance employees)

c. Central administrative and auxiliary

d. Manufacturing

e. Other — Specify

f. TOTAL — Sum of lines a through e should equal item 7b

g. TOTAL — Sum of lines a through e should equal item 7b

h. TOTAL — Sum of lines a through e should equal item 7b

i. TOTAL — Sum of lines a through e should equal item 7b

j. TOTAL — Sum of lines a through e should equal item 7b

k. TOTAL — Sum of lines a through e should equal item 7b

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m. TOTAL — Sum of lines a through e should equal item 7b

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x. TOTAL — Sum of lines a through e should equal item 7b

y. TOTAL — Sum of lines a through e should equal item 7b

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aa. TOTAL — Sum of lines a through e should equal item 7b

ab. TOTAL — Sum of lines a through e should equal item 7b

ac. TOTAL — Sum of lines a through e should equal item 7b

ad. TOTAL — Sum of lines a through e should equal item 7b

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ah. TOTAL — Sum of lines a through e should equal item 7b

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bl. TOTAL — Sum of lines a through e should equal item 7b

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bn. TOTAL — Sum of lines a through e should equal item 7b

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br. TOTAL — Sum of lines a through e should equal item 7b

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dp. TOTAL — Sum of lines a through e should equal item 7b

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ds. TOTAL — Sum of lines a through e should equal item 7b

Item 11 — TYPE OF OPERATION Mark (X) the ONE box which best describes the basis on which the MAJOR portion of your business was conducted in 1987.				b. Does this company own or control any other company or companies? 098 1 <input type="checkbox"/> YES → 2 <input type="checkbox"/> NO				ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE EI No. (9 digits)			
a. Merchant (buying and selling on own account) 060 (1) Importer <input type="checkbox"/> 12 (2) Exporter <input type="checkbox"/> 13 (3) Merchant <input type="checkbox"/> 11 b. Manufacturers' sales branches and offices <input type="checkbox"/> 20 c. Agent, broker, commission merchant (1) Auction company <input type="checkbox"/> 41 (2) Broker (representing buyers or sellers) <input type="checkbox"/> 42 (3) Commission merchant <input type="checkbox"/> 43 (4) Import agent <input type="checkbox"/> 44 (5) Export agent <input type="checkbox"/> 45 (6) Manufacturers' agent <input type="checkbox"/> 46				c. How many establishments were operated under the EI Number shown in the address label (or as corrected in item 1) at the end of 1987?				Number 079			
If more than one, provide the physical location address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary.											
1 NAME, ADDRESS, AND ZIP CODE KIND-OF-BUSINESS DESCRIPTION TYPE OF OPERATION (Choose from Item 11)						1987 Sales Annual payroll Census use		Mil. Thou. Dol. 081 082 088 089			
2 NAME, ADDRESS, AND ZIP CODE KIND-OF-BUSINESS DESCRIPTION TYPE OF OPERATION (Choose from Item 11)						1987 Sales Annual payroll Census use		Mil. Thou. Dol. 081 082 088 089			
Please attach a separate sheet for any explanations that may be essential in understanding your reported data.											
REMARKS — Please use this space for any explanations that may be essential in understanding your reported data.											
Item 15 — CERTIFICATION — This report is substantially accurate and has been prepared in accordance with instructions.											
Item 14 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION a. Is this company owned or controlled by another company? 097 1 <input type="checkbox"/> YES → 2 <input type="checkbox"/> NO				ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE EI No. (9 digits)							
NOTE Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.				Period covered by this report → FROM: Mo. Year TO: Mo. Year Name of person to contact regarding this report — Print or type Telephone → Area code Number Extension Signature of authorized person Date							

APPENDIX C.

Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

1987 SIC code	Title	Standard form CB-	Short form CB-	1987 SIC code	Title	Standard form CB-	Short form CB-
	DURABLE GOODS				DURABLE GOODS—Con.		
501	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
5012	Automobiles and other motor vehicles	5012	5003	5091	Sporting and recreational goods and supplies	5041	5003
5013	Motor vehicle supplies and new parts	5013	5003	5092	Toys and hobby goods and supplies	5041	5003
5014	Tires and tubes	5013	5003	5093	Scrap and waste materials	5093	5003
5015	Motor vehicle parts, used	5013	5003	5094	Jewelry, watches, precious stones, and precious metals	5094	5003
				5099	Durable goods, n.e.c.	5099	5003
502	Furniture and homefurnishings:				NONDURABLE GOODS		
5021	Furniture	5021	5001	511	Paper and paper products:		
5023	Homefurnishings	5021	5001	5111	Printing and writing paper	5111	5102
				5112	Stationery and office supplies	5111	5102
503	Lumber and other construction materials:			5113	Industrial and personal service paper	5111	5102
5031	Lumber, plywood, millwork, and wood panels	5031	5001	512	Drugs, drug proprietaries, and druggists' sundries:		
5032	Brick, stone, and related construction materials	5031	5001	5122	Drugs, drug proprietaries, and druggists' sundries	5122	5102
5033	Roofing, siding, and insulation materials	5031	5001				
5039	Construction materials, n.e.c.	5031	5001	513	Apparel, piece goods, and notions:		
				5131	Piece goods, notions, and other dry goods	5133	5102
504	Professional and commercial equipment and supplies:			5136	Men's and boys' clothing and furnishings	5136	5102
5043	Photographic equipment and supplies	5041	5003	5137	Women's, children's and infants' clothing and accessories	5136	5102
5044	Office equipment	5081	5002	5139	Footwear	5136	5102
5045	Computers and computer peripheral equipment and software	5081	5002				
5046	Commercial equipment, n.e.c.	5081	5002	514	Groceries and related products:		
5047	Medical, dental, and hospital equipment and supplies	5086	5002	5141	Groceries, general line	5141	5101
5048	Ophthalmic goods	5086	5002	5142	Packaged frozen foods	5142	5101
5049	Professional equipment and supplies, n.e.c.	5086	5002	5143	Dairy products, except dried or canned	5143	5101
				5144	Poultry and poultry products	5144	5101
505	Metals and minerals, except petroleum:			5145	Confectionery	5145	5101
5051	Metals service centers and offices	5051	5003	5146	Fish and seafoods	5146	5101
5052	Coal and oil er minerals and ores	5052	5003	5147	Meats and meat products	5147	5101
				5148	Fresh fruits and vegetables	5148	5101
				5149	Groceries and related products, n.e.c.	5141	5101
506	Electrical goods:			515	Farm-product raw materials:		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063	5001	5153	Grain and field beans	5152	5103
				5154	Livestock	5154	5103
5064	Electrical appliances, television and radio sets	5063	5001	5159	Farm-product raw materials, n.e.c.	5152	5103
5065	Electronic parts and equipment, n.e.c.	5063	5001				
				516	Chemicals and allied products:		
507	Hardware, and plumbing and heating equipment and supplies:			5162	Plastics materials and basic forms and shapes	5161	5102
5072	Hardware	5072	5001	5169	Chemicals and allied products, n.e.c.	5161	5102
5074	Plumbing and heating equipment and supplies (hydronics)	5072	5001				
5075	Warm air heating and air-conditioning equipment and supplies	5072	5001	517	Petroleum and petroleum products:		
5078	Refrigeration equipment and supplies	5072	5001	5171	Petroleum bulk stations and terminals	5171	1NA
				5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5171	1NA
508	Machinery, equipment, and supplies:			518	Beer, wine, and distilled alcoholic beverages:		
5082	Construction and mining (except petroleum) machinery and equipment	5082	5002	5181	Beer and ale	5181	5103
				5182	Wine and distilled alcoholic beverages	5181	5103
5083	Farm and garden machinery and equipment	5083	5002				
5084	Industrial machinery and equipment	5084	5002	519	Miscellaneous nondurable goods:		
5085	Industrial supplies	5085	5002	5191	Farm supplies	5191	5102
5087	Service establishment equipment and supplies	5087	5002	5192	Books, periodicals, and newspapers	5199	5102
5088	Transportation equipment and supplies, except motor vehicles	5088	5002	5193	Flowers, nursery stock, and florists' supplies	5199	5102
				5194	Tobacco and tobacco products	5194	5102
				5198	Paints, varnishes, and supplies	5198	5102
				5199	Nondurable goods, n.e.c.	5199	5102

¹Petroleum wholesalers were all sent form CB-5171.



APPENDIX D.

Metropolitan Statistical Areas

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

DISTRICT OF COLUMBIA

Washington, DC-MD-VA MSA

- District of Columbia, DC
- Calvert County, MD
- Charles County, MD
- Frederick County, MD
- Montgomery County, MD
- Prince George's County, MD
- Arlington County, VA
- Fairfax County, VA
- Loudoun County, VA
- Prince William County, VA
- Stafford County, VA
- Alexandria city, VA
- Fairfax city, VA
- Falls Church city, VA
- Manassas city, VA
- Manassas Park city, VA

APPENDIX E.

Percent of Sales Data Based on Administrative Records and Estimation for the District: 1987

[For meaning of abbreviations and symbols, and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

1987 SIC code	Kind of business	Percent of sales†—		1987 SIC code	Kind of business	Percent of sales†—	
		From administra- tive records¹	Estimated²			From administra- tive records¹	Estimated²
	Wholesale trade	0	0	50	Durable goods—Con.		
50	Durable goods	0	0	509	Miscellaneous durable goods	(D)	(D)
501	Motor vehicles and motor vehicle parts and supplies	2	0	5091	Sporting and recreational goods and supplies	(D)	(D)
5012	Automobiles and other motor vehicles	(D)	(D)	5092	Toys and hobby goods and supplies	0	0
5013	Motor vehicle supplies and new parts	(D)	(D)	5093	Scrap and waste materials	1	1
5014	Tires and tubes	(D)	(D)	5094	Jewelry, watches, precious stones, and precious metals	(D)	(D)
5015	Motor vehicle parts, used	0	1	5099	Durable goods, n.e.c.	1	0
502	Furniture and home furnishings	0	0	51	Nondurable goods	0	0
5021	Furniture	0	0	511	Paper and paper products	0	1
5023	Home furnishings	0	0	5111	Printing and writing paper	(D)	(D)
503	Lumber and other construction materials	0	0	5112	Stationery and office supplies	0	0
5031	Lumber, plywood, millwork, and wood panels	0	0	5113	Industrial and personal service paper	(D)	(D)
5032	Brick, stone, and related construction materials	(D)	(D)	512	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)
5033	Roofing, siding, and insulation materials	(D)	(D)	5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)
5039	Construction materials, n.e.c.	(D)	(D)	513	Apparel, piece goods, and notions	0	1
504	Professional and commercial equipment and supplies	1	0	5131	Piece goods, notions, and other dry goods	0	1
5043	Photographic equipment and supplies	(D)	(D)	5136	Men's and boys' clothing and furnishings	(D)	(D)
5044	Office equipment	0	1	5137	Women's, children's and infants' clothing and accessories	(D)	(D)
5045	Computers and computer peripheral equipment and software	1	0	5139	Footwear	(D)	(D)
5046	Commercial equipment, n.e.c.	0	0	514	Groceries and related products	1	0
5047	Medical, dental, and hospital equipment and supplies	1	0	5141	Groceries, general line	3	1
5048	Ophthalmic goods	0	0	5142	Packaged frozen foods	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	(D)	(D)	5143	Dairy products, except dried or canned	4	0
505	Metals and minerals, except petroleum	(D)	(D)	5144	Poultry and poultry products	(D)	(D)
5051	Metals service centers and offices	(D)	(D)	5145	Confectionery	(D)	(D)
5052	Coal and other minerals and ores	(D)	(D)	5146	Fish and seafoods	1	1
506	Electrical goods	0	0	5147	Meats and meat products	0	0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	(D)	(D)	5148	Fresh fruits and vegetables	1	0
5064	Electrical appliances, television and radio sets	(D)	(D)	5149	Groceries and related products, n.e.c.	0	0
5065	Electronic parts and equipment, n.e.c.	(D)	(D)	515	Farm-product raw materials	0	0
507	Hardware, and plumbing and heating equipment and supplies	0	0	5153	Grain and field beans	0	0
5072	Hardware	(D)	(D)	5154	Livestock	0	0
5074	Plumbing and heating equipment and supplies (hydronics)	0	0	5159	Farm-product raw materials, n.e.c.	0	0
5075	Warm air heating and air-conditioning equipment and supplies	(D)	(D)	516	Chemicals and allied products	(D)	(D)
5078	Refrigeration equipment and supplies	0	0	5162	Plastics materials and basic forms and shapes	(D)	(D)
508	Machinery, equipment, and supplies	0	0	5169	Chemicals and allied products, n.e.c.	(D)	(D)
5082	Construction and mining (except petroleum) machinery and equipment	(D)	(D)	517	Petroleum and petroleum products	(D)	(D)
5083	Farm and garden machinery and equipment	(D)	(D)	5171	Petroleum bulk stations and terminals	(D)	(D)
5084	Industrial machinery and equipment	0	0	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	(D)	(D)
5085	Industrial supplies	0	0	518	Beer, wine, and distilled alcoholic beverages	1	0
5087	Service establishment equipment and supplies	0	2	5181	Beer and ale	4	0
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	5182	Wine and distilled alcoholic beverages	0	0
				519	Miscellaneous nondurable goods	0	0
				5191	Farm supplies	1	1
				5192	Books, periodicals, and newspapers	0	0
				5193	Flowers, nursery stock, and florists' supplies	1	1
				5194	Tobacco and tobacco products	0	0
				5198	Paints, varnishes, and supplies	0	2
				5199	Nondurable goods, n.e.c.	0	1

† Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

¹Includes sales information obtained from administrative records of other Federal agencies.

²Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

THE HISTORY OF THE UNITED STATES
OF AMERICA
FROM 1776 TO 1876
BY
J. W. FULTON

The history of the United States from 1776 to 1876 is a story of growth and development. It begins with the Declaration of Independence in 1776, which marked the birth of a new nation. The early years were marked by struggle and conflict, as the young republic sought to establish its identity and secure its future. The American Revolution was a turning point in the nation's history, leading to the adoption of the Constitution and the establishment of a federal government. The years following the Revolution were a period of rapid growth and expansion, as the United States moved westward and developed its economy. The Industrial Revolution brought about significant changes in the way people lived and worked, and the United States emerged as a major power in the world. The Civil War was a defining moment in the nation's history, as it resolved the issue of slavery and preserved the Union. The Reconstruction period that followed was a time of great challenge and opportunity, as the nation sought to rebuild and reunite itself. The late 19th century was a period of continued growth and development, as the United States emerged as a global superpower. The history of the United States is a story of resilience and achievement, and it continues to inspire and inform us today.

APPENDIX F.

Geographic Notes

DISTRICT OF COLUMBIA

There are no geographic notes for the District of Columbia.

APPENDIX G.

Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the District: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
		Wholesale trade	551	515	512	495
50		Durable goods	298	280	280	269
501		Motor vehicles and automotive parts and supplies	29	41	28	37
5012	5012	Automobiles and other motor vehicles	2	7	2	5
5013		Automotive parts and supplies	25	31	24	29
	5013	Motor vehicle supplies and new parts	24	28	23	26
	5015 pt.	Motor vehicle parts, used	1	3	1	3
5014	5014	Tires and tubes	2	3	2	3
502		Furniture and home furnishings	58	27	55	27
5021	5021	Furniture	43	20	42	20
5023	5023	Home furnishings	15	7	13	7
503		Lumber and other construction materials	12	15	11	15
5031	5031	Lumber, plywood, millwork, and wood panels	6	4	6	4
5039		Construction materials, n.e.c.	6	11	5	11
	5032	Brick, stone, and related construction materials	1	3	1	3
	5033	Roofing, siding, and insulation materials	1	2	1	2
	5039	Construction materials, n.e.c.	4	6	3	6
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	8	7	7	7
5041	5091	Sporting and recreational goods and supplies	1	1	1	1
5042	5092	Toys and hobby goods and supplies	4	1	3	1
5043	5043	Photographic equipment and supplies	3	5	3	5
505		Metals and minerals, except petroleum	3	8	2	6
5051	5051	Metals service centers and offices	2	3	2	2
5052	5052	Coal and other minerals and ores	1	5	-	4
506		Electrical goods	32	35	31	35
5063		Electrical apparatus and equipment, wiring supplies, and construction materials ..	16	21	15	21
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials ..	14	-	14	-
	5065 pt.	Electronic parts and equipment, n.e.c.	-	-	-	-
	5084 pt.	Industrial machinery and equipment	2	-	1	-
5064	5064	Electrical appliances, television and radio sets	3	7	3	7
5065	5065 pt.	Electronic parts and equipment, n.e.c.	13	7	13	7
507		Hardware, and plumbing and heating equipment and supplies	34	30	34	29
5072	5072	Hardware	19	15	19	14
5074	5074	Plumbing and heating equipment and supplies (hydronics)	12	10	12	10
5075	5075	Warm air heating and air-conditioning equipment and supplies	3	4	3	4
5078	5078	Refrigeration equipment and supplies	-	1	-	1
508		Machinery, equipment, and supplies	101	96	94	92
5081		Commercial machines and equipment	55	40	49	39
	5044	Office equipment	19	-	18	-
	5045	Computers and computer peripheral equipment and software	28	-	24	-
	5046	Commercial equipment, n.e.c.	8	10	7	9
5082	5082	Construction and mining (except petroleum) machinery and equipment	3	3	3	3
5083	5083	Farm and garden machinery and equipment	1	1	1	1
5084	5084 pt.	Industrial machinery and equipment	10	10	9	10
5085	5085	Industrial supplies	-	4	-	4
5086		Professional equipment and supplies	8	10	8	9
	5047	Medical, dental, and hospital equipment and supplies	7	6	7	6
	5048	Ophthalmic goods	-	2	-	1
	5049	Professional equipment and supplies, n.e.c.	1	2	1	2
5087	5087	Service establishment equipment and supplies	19	18	19	17
5088	5088	Transportation equipment and supplies, except motor vehicles	5	10	5	9
509		Miscellaneous durable goods	21	21	18	21
5093	5093	Scrap and waste materials	8	10	6	10
5094	5094	Jewelry, watches, precious stones, and precious metals	4	2	4	2
5099	5099 pt.	Durable goods, n.e.c.	9	9	8	9
51		Nondurable goods	253	235	232	226
511		Paper and paper products	31	33	29	33
5111	5111	Printing and writing paper	3	5	3	5
5112	5112	Stationery and office supplies	21	22	19	22
5113	5113	Industrial and personal service paper	7	6	7	6

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business--			
			Any time during year		At end of year	
			1987	1982	1987	1982
51		Nondurable goods—Con.				
512		Drugs, drug proprietaries, and druggists' sundries	4	8	2	8
5122	5122	Drugs, drug proprietaries, and druggists' sundries	4	8	2	8
513		Apparel, piece goods, and notions	25	7	23	7
5133	5131 pt.	Piece goods	16	4	16	4
5134	5131 pt.	Notions and other dry goods	2	-	1	-
5136	5136	Men's and boys' clothing and furnishings	4	1	4	1
5137	5137	Women's, children's, and infants' clothing and accessories	1	2	1	2
5139	5139	Footware	2	-	1	-
514		Groceries and related products	94	86	86	82
5141	5141	Groceries, general line	14	11	13	10
5142	5142	Packaged frozen foods	3	3	2	3
5143	5143	Dairy products, except dried or canned	8	4	7	4
5144	5144	Poultry and poultry products	4	4	3	4
5145	5145	Confectionery	2	2	2	1
5146	5146	Fish and seafoods	6	3	5	3
5147	5147	Meats and meat products	15	22	14	20
5148	5148	Fresh fruits and vegetables	23	23	22	23
5149	5149	Groceries and related products, n.e.c.	19	14	18	14
515		Farm-product raw materials	-	1	-	1
5152	5159 pt.	Cotton	-	-	-	-
5153	5153	Grain and field beans	-	1	-	1
5154	5154	Livestock	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c.	-	-	-	-
516		Chemicals and allied products	3	5	3	5
5161		Chemicals and allied products	3	5	3	5
	5162	Plastics materials and basic forms and shapes	1	1	1	1
	5169	Chemicals and allied products, n.e.c.	2	4	2	4
517		Petroleum and petroleum products	5	9	4	9
5171	5171	Petroleum bulk stations and terminals	3	4	3	4
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	2	5	1	5
518		Beer, wine, and distilled alcoholic beverages	17	20	16	19
5181	5181	Beer and ale	8	8	8	7
5182	5182	Wine and distilled alcoholic beverages	9	12	8	12
519		Miscellaneous nondurable goods	74	66	69	62
5191	5191	Farm supplies	3	2	3	2
5194	5194	Tobacco and tobacco products	4	3	4	3
5198	5198	Paints, varnishes and supplies	12	8	10	8
5199		Nondurable goods, n.e.c.	55	53	52	49
	5099 pt.	Durable goods, n.e.c.	1	-	-	-
	5192	Books, periodicals, and newspapers	16	18	16	18
	5193	Flowers, nursery stock, and florists' supplies	8	7	7	7
	5199	Nondurable goods, n.e.c.	30	-	29	-

APPENDIX H.

Changes in Wholesale Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1987 census reports)		1972 SIC (used for 1972, 1977, and 1982 census reports)	
Code	Title	Code	Title
5013	Motor vehicle supplies and new parts.....	5013 pt.	Automotive parts and supplies (except used)
5015	Motor vehicle parts, used.....	5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
5023	Homefurnishings ¹	5023	Home furnishings ¹
5032	Brick, stone, and related construction materials.....	5039	Construction materials, n.e.c.
5033	Roofing, siding, and insulation materials.....		
5039	Construction materials, n.e.c.		
5044	Office equipment.....	5081	Commercial machines and equipment
5045	Computers and computer peripheral equipment and software.....		
5046	Commercial equipment, n.e.c.		
5047	Medical, dental, and hospital equipment and supplies.....	5086	Professional equipment and supplies
5048	Ophthalmic goods.....		
5049	Professional equipment and supplies, n.e.c.		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials.....	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials ²
5065	Electronic parts and equipment, n.e.c.	5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials ³
5082	Construction and mining (except petroleum) machinery and equipment ¹	5082	Construction and mining machinery and equipment
5084	Industrial machinery and equipment.....	5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials ⁴
5091	Sporting and recreational goods and supplies ¹	5041	Sporting and recreational goods and supplies
5092	Toys and hobby goods and supplies ¹	5042	Toys and hobby goods and supplies
5094	Jewelry, watches, precious stones, and precious metals ¹	5094	Jewelry, watches, diamonds, and other precious stones ¹
5099	Durable goods, n.e.c.	5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c. ⁵
5112	Stationery and office supplies ¹	5112	Stationery supplies ¹
5131	Piece goods, notions, and other dry goods.....	5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods ¹	5142	Frozen foods ¹
5143	Dairy products, except dried or canned ¹	5143	Dairy products ¹
5153	Grain and field beans ¹	5153	Grain ¹
5159	Farm-product raw materials, n.e.c.	5152 5159	Cotton Farm-product raw materials, n.e.c.
5162	Plastics materials and basic forms and shapes.....	5161	Chemicals and allied products
5169	Chemicals and allied products, n.e.c.		
5192	Books, periodicals, and newspapers.....	5199	Nondurable goods, n.e.c. ⁶
5193	Flowers, nursery stock, and florists' supplies.....		
5199	Nondurable goods, n.e.c.		

¹No change in content.

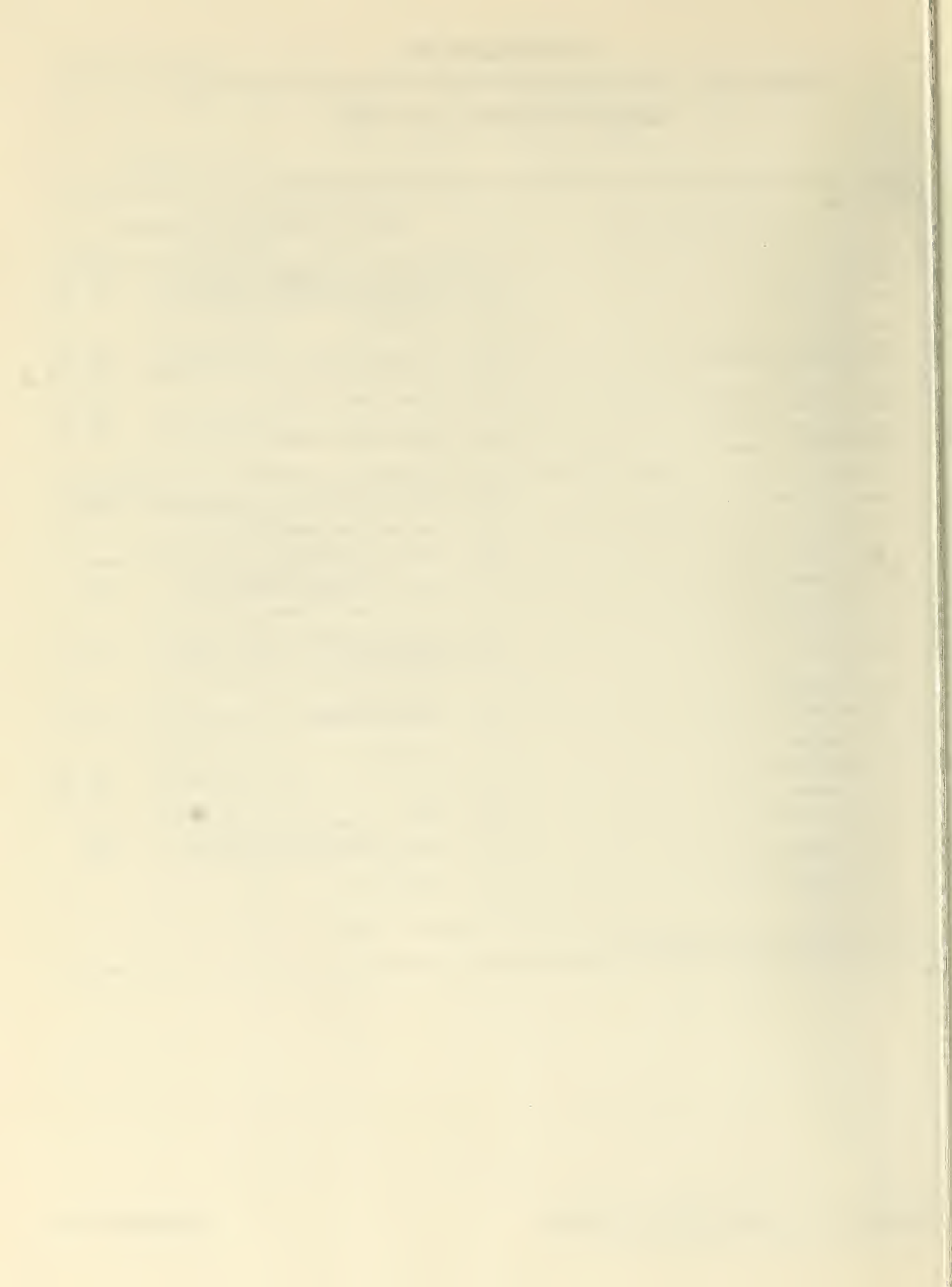
²Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

³Electrical communications equipment part only, now in SIC 5065.

⁴Electrical measuring and testing equipment part only, now in SIC 5084.

⁵General merchandise, durable part only, now in SIC 5099.

⁶All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.



PUBLICATION PROGRAM

1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

Final Reports

Geographic area series—52 reports (WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

Subject series—4 reports (WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin,

value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

Microfiche

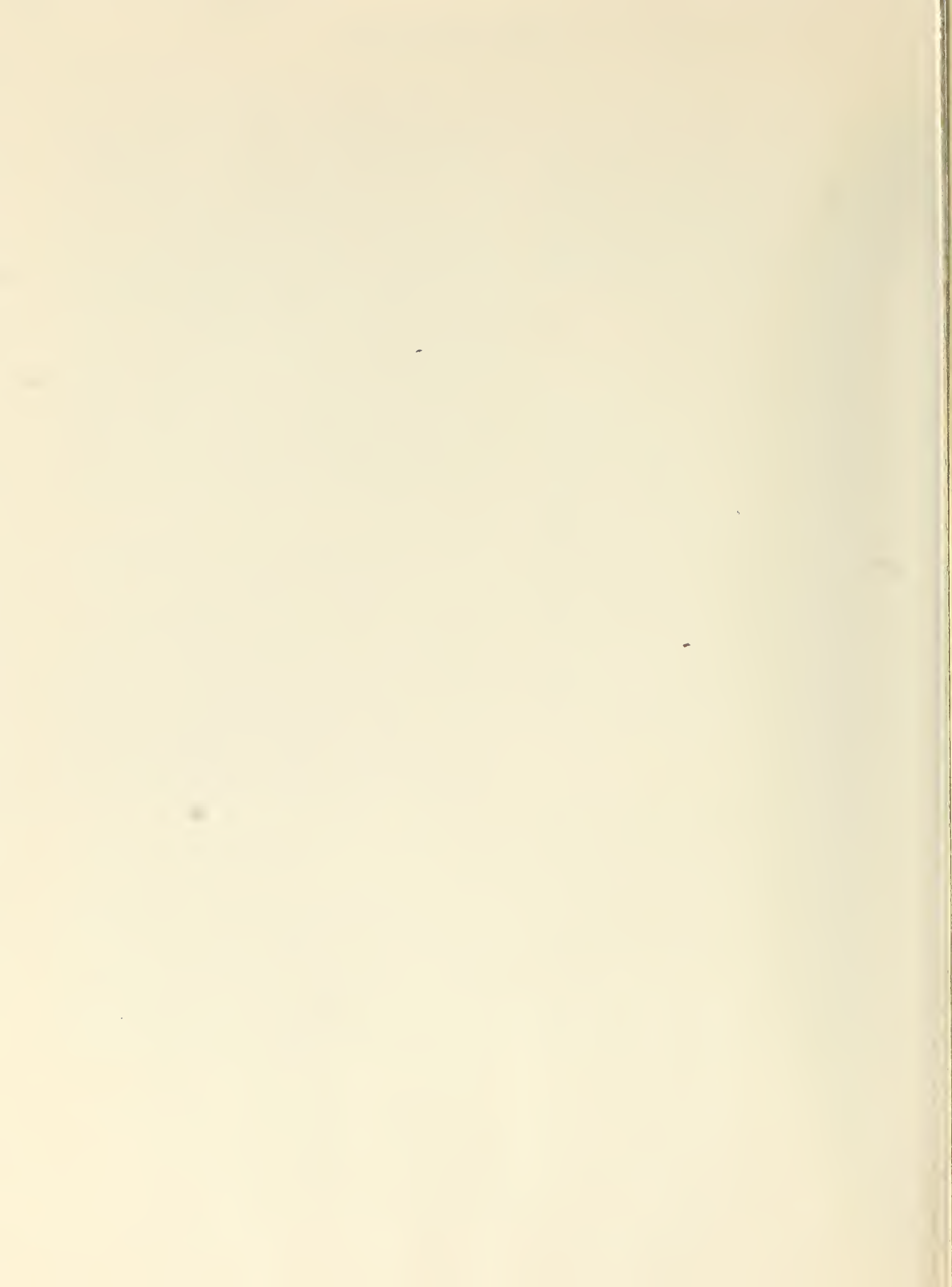
Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

Public-Use Computer Tapes and Compact Discs

Selected data also are available on public-use computer tapes and compact discs-read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.



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